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Senior Distributor Specialist- Iran, Lebanon, Azerbaijan, and Georgia

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Company: Abbott

Location: Istanbul

Category: other-general

The Opportunity

This position works at Umraniye location in the Abbott Diagnostics Division that we're empowering smarter medical and economic decision making to help transform the way people manage their health at all stages of life. Every day, more than 10 million tests are run on Abbott's diagnostics instruments, providing lab results for millions of people.

Our diagnostic solutions are used in hospitals, laboratories and clinics around the globe. The crucial information derived from our tests, instruments and informatics systems are often the first step in patient care decision making for hundreds of health conditions from heart attacks to blood disorders to infectious diseases and cancers.

Primary Objective of Position:

Delivers his/her given sales and margin plan aligned with regionally set commercial strategy in his region of responsibility in Direct Export Countries: Iran, Lebanon, Azerbaijan, and Georgia.

Corporates and tracks distributors to deliver the accurate monthly forecasts, sales plan and execute the short and long-term sales strategies.

Conducts acquisition activities with distributors to achieve incremental growth.

Conducts customer experience activities to renew existing accounts and increase PM.

Ensures close monitoring of the distributors by intensive collaborations and setting clear expectations, rules and periodic check points and milestones.

Encourages and sets continuous training programs and support to elevate the competency of the distributor teams.

Aligns and updates the opportunities in his region of responsibility regularly with internal Abbott CRM tools (Salesforce/MyDash)

Follows up industry trends and changes in health care reforms that will impact the business favorably or unfavorably and informs related stakeholders for action requirements.

Ensures distributors in each country conduct business with full compliance in terms of Abbott code of ethics, country specific local laws & regulations and US regulations such as OFAC rules.

Key Success Factors

Strong influence management skills - effectively influences partners, colleagues in a wide variety geographies, cultures, and functions.

Uses conflict resolution skills to achieve results through cross functional groups

Excellent communication skills—has frequent contact with key opinion leaders from laboratories in his/her region of responsibility and broad customer contact as well as interfaces with senior-level management from cross functional groups and geographies to facilitate commercial/business related decisions supporting the distributors and distributor business activities in the region.

Ability to translate product, clinical and scientific information into meaningful Consumer and Healthcare Professional messaging for successful sales and commercial outcomes.

Strong team player—ability to work as a key member of the Direct Export Countries, commercial sales team who is accountable, knowledgeable, and committed to deliver the targets aligned with regional KPIs.

Strong leadership skills—ability to function as the commercial “lead” on product, marketing, commercial and pipeline development guiding the distributors in his/her region of responsibility

Project management skills—ability to manage and support complex projects and programs supporting and leading distributors in the region of responsibility. Ability to pull the

appropriate level, functional and geographic functions together to support initiatives.

Analytical skills—ability to develop quotes, understand market structures, pricing, and competitive schemes in his/her region of responsibility.

Required Qualifications

Bachelor's Degree, preferably in Chemistry, Biology, Business, Engineering, or a related field

Advanced level of English. Russian can be a plus.

Minimum of 5+ years of experience in in healthcare, diagnostic business, pharmaceutical or medical device, by a multinational company.

%40 travelling over the countries of responsibility

Preferred Qualifications

Ability to work effectively within a team in a fast-paced changing environment

Innovative and able to think open, broadly, and strategically

Solution-oriented

Preferably experienced in the IVD Market.

MBA or MSc in one of the above science disciplines is preferred

Distributor Management mainly cross countries experience will be an asset.

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