

Novadoz Pharmaceuticals

National Account Director Job Description

Company Info

Novadoz Pharmaceuticals is a wholly owned subsidiary of MSN Labs and performs sales and marketing functions for finished dosage forms of generic pharmaceuticals in the United States. MSN Labs is located in Hyderabad, India and produces both finished dose pharmaceuticals and API (Active Pharmaceutical Ingredients) for the global market to include the US.

Job Description

The position is responsible for effectively positioning Novadoz's portfolio of generic injectable, oral solution and oral solid medications with both National and Regional wholesale/retail customers. The Director will be responsible for developing long-term, strategic relationships with key account stakeholders and for the communication, negotiation, and execution of appropriate contract terms & proposals with the accounts to support company business objectives.

- Customer Relationship Management
 - Identify key stakeholders including decision makers and account influencers
 - Cultivate and maintain relationships with key decision-making roles and account leadership
 - Manage day-to-day account activities to insure customer satisfaction
- Value Proposition Presentation
 - Represent Novadoz's growing portfolio of products to both current and new customers while exploring new channel sales opportunities
 - Identify customer needs and develop strategic account plans based on account business and company priorities to optimize sales opportunities
- Formulary Placement & Contracting
 - Identify contracting opportunities and drive contract negotiations to ensure optimum value
 - Respond in a timely fashion to all customer RFPs, ROFRs and contract bids; coordinate with internal functions to conduct necessary analytics for these opportunities

Qualifications

Education:

- Bachelor's Degree required

Experience Required:

- Minimum of 8 to 10 years in the generic pharmaceutical industry with a significant portion of time in customer facing roles with documented success
- National account experience with some or all of the major conglomerate customers as well as mid to large wholesale and retail customers; GPO experience is a plus
- Ability to work independently and make appropriate decisions regarding account management
- Excellent communication skills and the ability to respond quickly and effectively to customer inquiries
- Strong data analytical skills for identifying business opportunities with customers
- Demonstrates professionalism and enthusiasm both internally and externally
- Motivates others with a positive attitude and proven leadership skills.
- Demonstrates excellent organization and time management skills.
- Account Management, Sales Management, and/or Sales Operations experience

TRAVEL REQUIREMENTS

Approximately 50% domestic travel throughout the US

Function

Sales

Sub Function

Account Management