



**Be an  
inspiration.  
Be Bayer**

At Bayer we're visionaries, driven to solve the world's toughest challenges and striving for a world where 'Health for all, Hunger for none' is no longer a dream, but a real possibility. We're doing it with energy, curiosity, and sheer dedication, always learning from unique perspectives of those around us, expanding our thinking, growing our capabilities, and redefining 'impossible'. There are so many reasons to join us. But if you're hungry to build a varied and meaningful career in a community of brilliant and diverse minds to make a real difference, there's only one choice.

## Key Customer Specialists (JO-2208-452)

### Role Purpose

Plans and implements sales to specific, major accounts while cultivating relationships, identifying opportunities and account management skills are critical

### Key Responsibilities and Tasks

// Responsible for achieving sales target to the assigned accounts and deliver on each account objectives

// Identify key decision makers, influencers and gatekeepers in the assigned accounts and develop effective network that drives product adoption.

// Identify and anticipate future customer needs and deliver solutions through mobilizing right internal resources and stakeholders.

// Establishes and builds long-term trustful relationships with customers.

// Develop, implement, monitor and follow-up account plans in close cooperation with relevant internal stakeholders (Country Manager, Marketing, Medical, Sales, MACs...)

// Act as a key interface between customers leveraging all relevant communication channels and all relevant internal stakeholders.

// Plan, orchestrate and execute customer multi-channel engagement plans with key accounts aligned to National MCCP and strategy

// Coordinate and collaborate with internal stakeholders to ensure fulfillment of accounts needs (lead cross-functional team without authorities)

// Contributes to integration of country feedback to the cluster brand marketing, incl. P&I budgeting, forecasting for revenue and demand planning

// Monitors competition activity in each account and ensures that appropriate response strategies are formulated with involvement of relevant internal stakeholders to enhance overall experience

// Development of marketing measures and argumentation aids for relevant target groups

// Support of KOLs and customers on national and internal symposia and congress

// Assist Key Accounts with reimbursement inquiries

// Proactively collect market intelligence to keep management informed about relevant competitor activities and formulate strategies to address the same where applicable

// Develop and maintain relationship with key stakeholders in the Healthcare industry especially with key KOL's, distributors, Pharmacy Chains, DoH, HCP societies, advocacy groups, including funding assistants to improve the presence of Bayer Pharma within selected key accounts.

// Liaise with the Distributors/Pharmacies to ensure product availability.

### Qualifications, Skills and Competencies

// University degree or comparable experience in medicine, pharmaceuticals or similar (Caveat! Country specific requirements)

// Minimum five years of successful track record in sales through key account management

// Professional experience in the special and / or in the clinic area, extensive knowledge in the field of health economics and in healthcare

// Knowledge of business administration, detailed knowledge of the latest medical trends and developments

// Experience in managing project

// Innovative and strategic mindset

// Customer focus

// Strong business acumen, ability to negotiate and communicates effectively

// Able to work well cross-functionally

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**Application period:**

16 August 2022 – 30 August 2022

**Position grade:**

VS1.1

**Employment type:**

Permanent

**Location:**

Cape town

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**Contact us**

Telephone +27 11 921 5700

 **Science for a better Life**

Bayer welcomes applications from all individuals, regardless of race, national origin, gender, age, physical characteristics, social origin, disability, union membership, religion, family status, pregnancy, sexual orientation, gender identity, gender expression or any unlawful criterion under applicable law. We are committed to treating all applicants fairly and avoiding discrimination.