



## **JOB DESCRIPTION**

### **Strategic Account Manager, Hematology & Rare Disease, UAE and Sultanate of Oman**

Emmaus Medical, Inc. is a biopharmaceutical company, located in Torrance, CA (Los Angeles County), engaged in the discovery, development and commercialization of innovative treatments and therapies primarily for rare and orphan diseases. We are initially focusing our product development efforts on Sickle Cell Disease, an inherited genetic disorder. Our mission is to improve the lives of people in need.

#### **I. POSITION SUMMARY:**

As the Strategic Account Manager for UAE and Sultanate of Oman (Territory), you will contribute to our corporate values by developing and managing the Emmaus business with important customers by building and strengthening relationships with key stakeholders. Furthermore, you will define our customer strategy and product portfolio to develop the business by identifying new growth opportunities. You will play a significant role in our journey to become an important partner in Territory contributing to our leading regional position in the Middle East and Africa.

#### **KEY TASKS AND RESPONSIBILITIES:**

- Be the brand ambassador for Emmaus Middle East and Africa with our key customers and thought leaders in the Territory.
- To launch a new brand into a competitive market landscape and ensure a leading value proposition of the brand in Territory.
- To achieve and exceed sales objectives and ensure consistent sales growth in Territory.
- Being responsible for all aspects of sales, strategic key account planning, and successful implementation.
- To achieve commercial formulary inclusion, guidelines, and protocol inclusion for promoted products in key accounts.
- To deliver strategic customer support for creating demand while enforcing marketing strategy, messaging, and product promotion.
- Build and establish strong relationships with key opinion leaders (KOLs) to introduce the brand & increase brand advocacy.
- To collaborate as an engaging team member with all relevant departments internally and externally
- Ensure mastering of disease and product knowledge related to the company's products and competitive products in the same therapy area.
- Contribute to the company's competitive & business intelligence.
- Manage approved territory budgets to ensure appropriate resource allocation to meet sales objectives.
- To contribute to the success of marketing initiatives by analyzing market trends, monitoring competition, implementing effective sales and marketing strategies.
- Support cross-functional activities, including regulatory affairs, medical affairs, supply chain, pharmacovigilance, and others.
- Ensure all activities are compliant with Emmaus Medical's code of business conduct and integrate the company's core values and leadership.
- Performance other duties as assigned.



## **SKILLS AND REQUIREMENTS:**

- Pharmaceutical industry background with at least five years' experience in pharmaceutical sales with minimum of three years with competent and consistent performance as a Key Account Manager in Multinational Pharma Companies (MNC) is a must.
- Strong track record of developing and managing successful customer relationships and driving sales growth within Key Hospital and Pharmacy chains across UAE and Oman.
- Two years in key account management is preferred.
- Specialty Medicine, Hematology, Oncology and/or Rare Disease is a MUST.
- Experience in the Gulf pharmaceutical market is a MUST.
- Result oriented, hardworking, with excellent communication and presentations skills.
- Ability to meet deadlines and handle challenging assignments.
- Strong scientific knowledge and ability to interpret scientific data.

## **MINIMUM REQUIREMENTS:**

- B.S. or B.A. degree required in Pharmaceutical Sciences.
- Minimum of two years of experience as a Key Account Manager with two years of hospital or specialty sales experience is required.
- Specialty Medicine, Hematology, Oncology and/or Rare Disease is a MUST.
- Proficiency in Microsoft Office.
- Administrative excellence is required, including call reporting, budget management, expense reporting, special projects, etc.
- Valid driver's license and good driving record (no more than three moving violation convictions with past three years) required.
- Ability to travel up to 50% required, including overnight travel for meetings and other travel as required by territory.

## **II. COMPLEXITY OF WORK:**

Requires good verbal and written communication skills, tact, accuracy, and the ability to prioritize work and work well under extreme pressure. Ability to work independently and interface with various levels of administration and management. Must maintain all levels of confidentiality and have a professional, positive attitude towards the job.

## **III. SUPERVISION OF OTHERS:**

No.

## **IV. RESPONSIBILITY FOR CONFIDENTIAL INFORMATION:**

The majority of information processed by the Strategic Account Manager is extremely confidential and requires utmost discretion in handling. In addition, the Strategic Account Manager is often referred sensitive requests for information, which may involve other office staff. The Strategic Account Manager is required to keep this information confidential and not discuss it with the other staff members in the office.

## **V. UNUSUAL JOB REQUIREMENTS:**

May be required to perform other duties as appropriate to the needs of Emmaus Medical that are not listed and in addition to this job description.