

Are you ready to join and work in an **global environment** with strong local presence?



Actavis d.o.o. as a subsidiary of Actavis in Serbia is searching for a strong candidate for the position of:

Key Account Manager

Responsible for:

- ☞ Managing key accounts across assigned region
- ☞ Realization of company's objectives within the assigned region
- ☞ Maintaining relationships with the key accounts and for the negotiation of customer contracts in accordance with overall company strategy
- ☞ Coordinating the activities of all functions with whom the key account has direct contacts in order to provide a consistent and cohesive service
- ☞ Monitoring competitive activity within accounts and disseminates information to team members and relevant parties

Work Locations:

- ☞ Beograd/Novi Sad
- ☞ NIŠ

Actavis is one of the world's leading players in the development, manufacture, and sale of first-class generic pharmaceuticals. The successful integration of a number of acquisitions has helped position Actavis among the world's largest companies in the industry. The Group has more than 10,000 employees operating in over 40 countries around the globe.

Education and Experience:

- ☞ University Degree (Medicine, Pharmacy, Stomatology or Veterinary)
- ☞ Good knowledge of English language & PC skills
- ☞ Clean driver's license
- ☞ Minimum 3 years of relevant experience in key account management and/or tender business in the pharmaceutical industry

Key Competencies:

- ☞ Persuading and influencing
- ☞ Deciding and initiating action
- ☞ Relating and networking
- ☞ Delivering results and meeting customers expectations
- ☞ Coping with pressures and setbacks
- ☞ Integrity and trust

How to apply:

Please send your CV and motivation letter to our human resources consultants to belgrade@cityscopeltd.com, no later than **February 07, 2012**.

Please be informed that only short-listed candidates will be contacted and invited for an interview.

