

**Менеджер по продукции**  
**Key Account Manager Central and North Kazakhstan**  
**Продажи / Продажи**

Предприятие: Представительство "Октафарма АГ" в Республике Казахстан  
Оплата труда: от 500 000 тенге  
Полный рабочий день, постоянная работа, нормальные условия труда

**Информация о вакансии**

Регион	г. Астана / г. Астана
Должностные обязанности	<p>Main responsibilities and tasks:</p> <ol style="list-style-type: none"> <li>1. Work with Head of Representative office to build knowledge of market size and growth, competition and hospital/decision making system in given areas</li> <li>2. Ensure best possible information of users &amp; decision makers and potential within entire responsibility, and develop &amp; update user data base</li> <li>3. Take initiative to learn and get trained on any market relevant evidence about Octapharma products including clinical research info</li> <li>4. Plan own field activities, particularly field visits, in line with volume and market share targets, agree and update plans with BM</li> <li>5. Carry out field and promotion activities as planned while informing and agreeing with BM any major deviations from plan</li> <li>6. Report frequently on field and promotion activities performed against plan, using accepted report system and additional means</li> <li>7. Report ad-hoc on relevant information gathered on users/decision makers, market developments, competitive activities and health system</li> </ol> <p>Other tasks</p> <ol style="list-style-type: none"> <li>8. As assigned by local or central management</li> </ol>
Количество вакансий	1

**Требования к соискателю**

Стаж по специальности	5 лет
Профессиональные навыки	<p>анализ рынка; системы удержания клиентов; управление продуктом; проведение мероприятий; ярмарки, выставки, съезды и конференции;</p>
Уровень образования	высшее
Знание языков	<p>Английский - средний уровень Казахский - высокий уровень Русский - высокий уровень</p>
Личные качества	<p>аналитическое мышление; соблюдение законов, правил и руководств; способности к обучению; выявление проблем; сообразительность;</p>
Водительские права	В

**Информация о предприятии**

Количество работников 4

Сведения о предприятии	<p>Nature of Business: PHARMACY</p> <p>Company Description: Octapharma's core business is the development, production and sale of safe and effective medicines derived from human proteins in the following areas:</p> <p>Haematology</p> <p>Immunotherapy</p> <p>Intensive Care and Emergency Medicine</p> <p>Octapharma is an independent, Swiss-based company founded in 1983 by Mr. Wolfgang Marguerre. The Group has since grown to include six state-of-the-art production plants in Austria, France, Germany, Sweden and Mexico, 54 Plasma Donation Centres in the world as well as 37 subsidiaries and representative offices. With over 4,000 employees, Octapharma currently makes sales in over 80 countries.</p> <p>Our Group-wide mission is the safe and optimal use of human proteins.</p> <p>Representative office of Octapharma AG was opened in Kazakhstan in March 2009 and based in Almaty.</p> <p>There is staff (5 people) in Representative office in Kazakhstan, who is responsible for co-operation with medical society, patient's organizations and public.</p>
Контактное лицо	Попельшева Инна Абдулхаевна
Регион предприятия	г. Алматы / Медеуский район
Адрес предприятия	Достык Данғылы 180 оф. офис