

Corporate Accounts Executive - Argentina

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Company: Boston Scientific

Location: Buenos Aires

Category: computer-and-mathematical

Diversidad - Innovación - Preocupación - Colaboración global - Espíritu ganador - Preocupación - Alto rendimiento

En Boston Scientific, le brindaremos la oportunidad de aprovechar todo lo que hay dentro de usted trabajando en equipos de empleados diversos y de alto rendimiento, abordando algunos de los desafíos más importantes de la industria de la salud. Con acceso a las últimas herramientas, información y capacitación, lo ayudaremos a mejorar sus habilidades y su carrera. Aquí, recibirá apoyo para progresar, sean cuales sean sus ambiciones.

At Boston Scientific, we want you to bring your unique strengths to our team. We are committed to empowering women, supporting the LGBTQ+ community, and creating opportunities for individuals with disabilities. We believe that your diversity is our strength, and we are committed to fostering an environment where you can not only thrive but also bring your authentic self to work. As an equal opportunity employer, we wholeheartedly welcome applications from all qualified candidates, regardless of who you are or where you come from.

Purpose Statement

Core objective of this role is to support the Divisional Manager in achieving the goals and objectives of the Division they represent. To aid the achievement of customer satisfaction and business growth through focused business planning. Responsible for developing and maintaining Senior/C-Suite level relationships with strategic partners and working with them to identify and qualify new business opportunities.

- Act as the main contact between BSC and the accounts, ensuring the collaboration of all

areas of the company to ensure the effective execution of strategies.

- Develops and drives appropriate portfolio management strategy in collaboration with the Business Units to expand and protect market share, optimize pricing strategy, and build long-term contractual agreements and relationships with clients and strategic partners.
- Responsible for understanding the assigned account's strategic priorities and developing appropriate value-added programs for each account.
- Develops, communicates, and implements business plans to achieve strategic target business results.
- Prepare performance and progress reports, regularly monitoring key corporate account metrics.
- Identifies and develops ongoing mutual opportunities for sales growth with key strategic accounts.

Númerode la requisición: 580575

Como líder en ciencia médica durante más de 40 años, estamos comprometidos a resolver los desafíos que más importan, unidos por un profundo cuidado por la vida humana. Nuestra misión de promover la ciencia de por vida consiste en transformar vidas a través de soluciones médicas innovadoras que mejoran la vida de los pacientes, crean valor para nuestros clientes y apoyan a nuestros empleados y las comunidades en las que operamos. Ahora más que nunca, tenemos la responsabilidad de aplicar esos valores a todo lo que hacemos, como empresa global y como ciudadano corporativo global.

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