

# Discovermore

## Therapy Area Specialist – UK North

Department: Business Development & Sales

Hours per week: 37.5

Basis: Permanent

### Job Purpose

The Therapy Area Specialist is responsible for market access and expansion of our immunotherapy portfolio through direct sales and development of allergy services within secondary care.

Working across key accounts, developing strong partner relationships with all allergy teams delivering immunotherapy clinics.

The territory for this role currently includes accounts in Newcastle, Sheffield, Hull, Leeds, Manchester, Liverpool, Nottingham Leicester, Birmingham, Scotland and NI.

### Key Responsibilities

- Delivering expected sales performance (and beyond) on region
- Using evidence-based medicine skills during the sales call (clinical papers etc.)
- Effectively handling objections or concerns and consistently gains a logical, reasonable call to action/close on every sales call.
- Educating medical providers and staff
- Identifying, developing and maintaining allergy experts and speakers/advocates
- Continuously striving to gain market intelligence: insights on customer needs, expectations and environmental challenges, which are shared across the teams
- Proactively and continuously aspiring to serve customer needs in a win-win approach
- Sharing best practice to enhance the business success across the team
- Proactively initiating, developing and implementing a growth plan to develop in current position and prepare for future opportunities
- Able to demonstrate in depth disease, product, market and competitive intelligence expertise
- Continuously analyses sales reports and field intelligence
- Developing and continually reviewing/updating a thorough engagement plan focused on key customers to exceed sales goals

### Knowledge, Experience & Skills Required

- ABPI qualification
- Experience within a pharmaceutical sales role
- Experience working in secondary care, ideally within the allergy arena
- Able to work autonomously
- Able to build good relationships with a number of key stakeholders
- Must live within territory and able to travel to meet customers on a regular basis

If you are interested in this role,  
a job description is available on request.

Please send all applications to:  
[careers@allergytherapeutics.com](mailto:careers@allergytherapeutics.com)

**Allergy  
Therapeutics**