

Job Description

Clinical Network Representative - SMA(150002BG)

Description

Nestlé UK & Ireland
Clinical Network Representative
Field Based - covering West London, Oxfordshire, Berkshire, South of East Midlands
£36-£40K depending on experience plus company car & benefits

Are you a Sales Professional looking for a change of direction? A Healthcare Professional seeking a new, commercial challenge? Then this might be the role for you....

We're looking for a Clinical Network Representative in the South Central, to work with our SMA infant formula brands. You'll be rewarded with an attractive package £36K-£40K (depending on experience), plus a car, an annual bonus of up to 8%, private medical insurance, 25 days holiday and a choice of two pension schemes.

Our Story

Nestlé SA is the world's leading health, wellness and nutrition company, with over seven thousand employees in the UK and Ireland alone across the 19 sites of all our businesses. We are proud to produce some of Britain's best loved brands such as Kit Kat, Nescafé, Smarties, Buxton, Go Cat and Shreddies. Around 95% of UK households consume our brands and more than two billion Nestlé products are sold in the UK every year.

Nestlé Nutrition, part of the wider, global business of Nestlé SA, develops premium-quality nutritional products under the SMA brand designed to meet the needs of infants and children. Infant nutrition was the starting point of Nestlé and has been a cornerstone of our activity since inception in 1867. So we like our customers to think of us as the 'go-to people' for sound practical advice, cutting edge infant nutrition science, best-in-class information, useful everyday support and gentle reassurance on nutrition decisions during baby's early childhood.

In line with our belief that breast feeding is the best start a baby can have in life, we are committed to ensuring that the way we promote infant formula does not undermine breastfeeding and enables the mother who cannot breastfeed, or chooses not to, to make an informed and educated choice regarding breastfeeding and the suitability of using breast-milk substitutes.

We're looking for a Clinical Network Representative to join our 22 strong field team. This position covers Oxford, Berkshire and southern parts of the East Midlands stretching from Coventry down to Reading..

Our Opportunity

As Clinical Network Representative, your role is to work on the designated territory, visiting hospitals, doctors, health visitors and community midwives to develop key clinical relationships within your local health Economies, leading to opportunities for the SMA brand and Nestlé Nutrition. Working with the NHS at a territory level, you'll be developing long-term, mutually beneficial relationships with key stakeholders and opinion leaders to support brand endorsement and strategically aligned education for Healthcare Professionals.

You'll be developing and delivering high quality business plans against key accounts that match customer needs to Nestlé Nutrition business objectives. You'll also be reporting market feedback, including the customer and competitor information, and managing the supply chain of portfolio products through NHS supplies to the point of patient uptake. Finally, you'll ensure adherence to all company principles and policies.

You

We're looking for someone with a relevant qualification in nutrition, dietetics or life sciences. Ideally you will be doing a similar role at the moment, and bring demonstrable engagement / networking skills to the role. You'll also have strong working knowledge of primary and secondary care NHS structures, policies and relevant customer types, and an ability to manage market data and scientific information. You'll also have previous experience of identifying and working with Healthcare Professionals and be good at developing and nurturing existing relationships along with strong interpersonal and networking skills.

You'll be professional and will easily build good quality working relationships. You'll be happy to co-ordinate with the wider team, but will be motivated and happy to work independently in the field. You'll live on the territory, perhaps near Oxford, and will have strong presentational and influencing skills. You'll be confident and comfortable working within the legislative and regulatory framework in which SMA operates.

What you need to know

We have a friendly and supportive team, and a line manager who understands that you may need support in making this move. We offer solid training and a coaching and mentoring environment. Nestlé has a strong benefits package which includes, for this role, a car, private medical cover, pension, bonus and 25 days holiday. This role could be the start of a really exciting new career for you.

The closing date for this role is the end of April, and we plan to interview candidates as soon after application as we can. The interview process will comprise an initial telephone interview, online testing and a face-to-face meeting. We will be considering applicants as they apply, so please don't delay in submitting your application.

Nestlé UK & I is committed to equal opportunity for all. We may collect relevant data for monitoring as part of our candidate registration process.

Primary Location United Kingdom-London-West London

Job Nutrition

Organization Nestlé UK Ltd.

Schedule Full-time

Posting Date Apr 14, 2015