

Commercial Coordinator [Lahore , Punjab, and Islamabad federal territory]

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Company: Roche

Location: Pakistan

Category: other-general

The Position

Responsible for the assigned Tendering and Contract Management activities and teams for the assigned affiliate in the assigned division.

This may include managing relationships with state tender bodies, wholesalers, distributors and other customer accounts for all assigned product(s).

Responsibilities typically include pricing, contracting, negotiation, contract renewals and ongoing contract management.

Maintains close liaison and partnership with a host of cross-functional internal and external business partners and stakeholders, which may include external executive customers in key accounts and other key external influencers, customers and stakeholders.

Proposes business development opportunities to ensure Roche products achieve or exceed revenue, profitability, customer satisfaction, market share and other relevant targets and goals for each business quarter and annual reporting period. May have profit and loss (P&L) responsibilities

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