

# IQVIA Contract Sales & Medical Solutions

*The best teams to support your products and your patients*

Finding the best talent. Providing the right training. Encouraging loyalty and engagement. Achieving the balance between fresh minds and established experience. At IQVIA we understand the challenges of building a strong sales force or patient-support team. We've been doing it for years.

## The best talent, made for you

We have a pool of dedicated and go-to-market teams, qualified nurses and a broad range of flexible resources for any position in your company. We have talented profiles at all stages in their career, that have the competencies and the attitude that we believe determine the true quality of an individual.



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*Bénédicte Sumkay, Medical Sales Rep, Dedicated Teams, working at IQVIA for 12 years.*

*Every project I have completed has broadened my experience into a range of fields from statistics and analytics to sales.*



*Evelien Pannecoek, Medical Sales Rep, working at IQVIA for 3 years.*

*We have all kinds of useful systems and tools that support us in our work, including a dashboard to plan our visits and an app, IQVIA Engage, that provides information on the availability of doctors.*

With IQVIA Contract Sales and Medical Solutions you will ensure the sustainability of your business.



**THE BEST TALENT  
MADE FOR YOU**

## We retain because we care

In a sector characterized by frequent job switching\*, **our average retention rate is 98%.**

Not by chance but by constant monitoring of our employees' needs and desires.

Every IQVIA employee enjoys the presence and coaching of a line manager who listens to their career needs and matches them with the opportunities at our clients. Encouraging their talent to grow.

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*Sarah Huysmans, Nurse, working at IQVIA for 11 years.*

*I like my project. It's a long-term assignment and I believe it's important that my patients can always count on me from start to finish.*

*Kyoo-Lee Michielsens, District Sales Manager, working for IQVIA for 8 years.*

*I know towards what goal I'm working! The biggest advantage is that IQVIA offers a wide array of services in the pharmaceutical industry and I find that very interesting.*

Our compensation and benefit program keeps our teams engaged and happy at work. Our "flexicurity" ensures we meet their appetite for change and development. And our dynamic career path drives them forward while securing their future.

## The results? The best teams to support your products and your patients

The teams that work for you will be fully trained and equipped. You can enjoy the flexibility of working with them on an outsourced basis or integrating them into your payroll overtime. You can adapt your teams according to your product lifecycle and patient requirements, all this with the reassurance of having enthusiastic, constantly motivated individuals who are able to hit the ground running for as long as you need them.

\*Source: <https://www.randstad.be/content/835ee915-4e9c-42b0-9675-208a1d9c1131/RANDSTAD-etude-sur-le-marche-du-travail-2017.pdf>

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### CONTACT US

Contact our team to discover how IQVIA can help you deliver stronger business growth and patient support. Please reach us:  
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