

- KAM is a journey, replete with obstacles that must be anticipated and addressed before successive levels of sophistication within the organization are achieved.
- The journey to KAM for pharmaceutical companies is different from the journey typically faced in other industries, especially in the crucial early stages. While there are undoubtedly lessons to be learned from other industries, the pharmaceutical organization must be cautious about adopting these approaches wholesale.

What does the journey to KAM look like?

There are several key stages that organizations employing Key Account Management go through as they mature and embark on a journey that moves them through successive levels of sophistication. Figure 1 illustrates and contrasts this journey for business-to-business and pharmaceutical companies. The key differences between the two are the starting point, the consequent evolution and the nature of the product in either case.

Business-to-business companies typically move through the following stages:

1. **Pre-KAM.** Contact is limited to a transactional relationship between the account manager and the buying department on the customer side. Price is the dominant issue and supplier competence has been established.
2. **Early-KAM.** Contact is still between account manager and buying department. Price is still dominant, but there is now some visibility of customer needs. The buyer controls the access that the account manager has to other parts of the buying company.
3. **Mid-KAM.** Some contact between other roles in both the buying and selling companies, although all is facilitated by the account manager and the buying department. Both companies start to explore more of each other's needs, capabilities and offering.
4. **Partnership KAM.** Both parties invest in formalizing relationships and forging contact between the companies. Value is sought

Kam In Pharma 3

Jicheng Xie



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Key Account Management Excellence in Pharma & Medtech Mike Moorman, 2022-02-27 Key Account Management Excellence in Pharma Medtech is designed to help life sciences practitioners develop and execute innovative and effective key account management KAM strategies and capabilities Pharmaceutical and medtech companies are increasingly pursuing KAM in response to the rapid rise of large sophisticated and complex healthcare provider and payer systems and groups Those that invest the time to get KAM right will protect their business and grow with these rising customers This book is groundbreaking in both its scope and its tailoring of leading KAM practices specifically for life sciences The central theme is that key account management is an organization wide business strategy not just a role or a sales specific initiative KAM is a strategy focused on providing unique offerings and value through an orchestrated cross functional go to market model designed specifically to address the needs and engagement preferences of a unique segment of customers The insights and practices shared in this book are designed to be a valuable reference at every stage of the KAM journey The book has been designed to facilitate a common language and deep understanding of KAM issues and leading practices organization wide particularly for life sciences leaders account managers and cross functional team members responsible for building transforming and supporting their organization s KAM strategies and capabilities *Comprehensive Medicinal Chemistry III*, 2017-06-03 Comprehensive Medicinal Chemistry III Eight Volume Set provides a contemporary and forward looking critical analysis and summary of recent developments emerging trends and recently identified new areas where medicinal chemistry is having an impact The discipline of medicinal chemistry continues to evolve as it adapts to new opportunities and strives to solve new challenges These include drug targeting biomolecular therapeutics development of chemical biology tools data collection and analysis in silico models as predictors for biological properties identification and validation of new targets approaches to quantify target engagement new methods for synthesis of drug candidates such as green chemistry development of novel scaffolds for drug discovery and the role of regulatory agencies in drug discovery Reviews the strategies technologies principles and applications of modern medicinal chemistry Provides a global and current perspective of today s drug discovery process and discusses the major therapeutic classes and targets Includes a unique collection of case studies and personal essays reviewing the discovery and development of key drugs **Bayesian Applications in Pharmaceutical Development** Mani Lakshminarayanan, Fanni Natanegara, 2019-11-07 The cost for bringing new medicine from discovery to market has nearly doubled in the last decade and has now reached 2.6 billion There is an urgent need to make drug development less time consuming and less costly Innovative trial designs analyses such as the Bayesian approach are essential to meet this need This book will be the first to provide comprehensive coverage of Bayesian applications across the span of drug development from discovery to clinical trial to manufacturing with practical examples This book will have a wide appeal to statisticians scientists and physicians working in drug development who are motivated to accelerate and

streamline the drug development process as well as students who aspire to work in this field The advantages of this book are Provides motivating worked practical case examples with easy to grasp models technical details and computational codes to run the analyses Balances practical examples with best practices on trial simulation and reporting as well as regulatory perspectives Chapters written by authors who are individual contributors in their respective topics Dr Mani Lakshminarayanan is a researcher and statistical consultant with more than 30 years of experience in the pharmaceutical industry He has published over 50 articles technical reports and book chapters besides serving as a referee for several journals He has a PhD in Statistics from Southern Methodist University Dallas Texas and is a Fellow of the American Statistical Association Dr Fanni Natanegara has over 15 years of pharmaceutical experience and is currently Principal Research Scientist and Group Leader for the Early Phase Neuroscience Statistics team at Eli Lilly and Company She played a key role in the Advanced Analytics team to provide Bayesian education and statistical consultation at Eli Lilly Dr Natanegara is the chair of the cross industry regulatory academic DIA BSWG to ensure that Bayesian methods are appropriately utilized for design and analysis throughout the drug development process Index Medicus. Third Series ,1921 *Kenya Gazette* ,1987-01-30 The Kenya Gazette is an official publication of the government of the Republic of Kenya It contains notices of new legislation notices required to be published by law or policy as well as other announcements that are published for general public information It is published every week usually on Friday with occasional releases of special or supplementary editions within the week **European Drug Index** Niels F. Muller,Rudolf P. Dessing,2022-03-07 Many health care providers are frequently dealing with problems related to the identification and interpretation of medicines and prescriptions of foreign origin Health authorities customs and travel agencies also encounter such problems which are related to the increasing mobility of the European population Thus the need for a European Drug Index is obvious The EDI provides extended information for practitioners confronted with the enormous number of drug names available on the European pharmaceutical market This market is increasing due to the rapidly changing palette of countries and economic restrictions in Europe The listings have been derived from drug data sources from the increased number of participating countries in this second edition Each item starts with a trade name in alphabetical order followed by depending on the original source dosage forms strength volume if applicable and generic name s of the active principle s in a random sequence The item is concluded by the Anatomical Therapeutic Chemical ATC classification when made available by the original source and a code for the country of origin **A to Z of Pharmaceutical Marketing Worlds Voulme 1** Subba Rao Chaganti,2024-05-08 Unveiling the Alchemy of Pharma Marketing Why You Need the A to Z of Pharmaceutical Marketing the World s First and Only Enclopedia Pharma marketing thrives in a complex ecosystem demanding constant navigation through scientific frontiers regulatory labyrinths and stakeholder whisperings In this intricate dance knowledge is your elixir and the A to Z of Pharmaceutical Marketing is your alchemist s handbook Here s why it is indispensable for every pharma marketer 1 Master

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Managing Contract Manufacturing Relationships Tim Brandl,2023-04-28 Contract manufacturing has become a cornerstone of global supply chains since the first wave of production outsourcing Since then brand leading companies have focused their supply chains on the end consumer while contract manufacturers have overtaken brand leaders in various key areas As a result contract manufacturers are becoming strategic partners in the implementation of product designs which requires dedicated relationship management to enable manufacturing coordination across company boundaries This book addresses the relationship management of contract manufacturing relationships through the client s use of management practices It adopts an eclectic transaction cost economics and relationship velocity perspective To this end applied management practices relationship dynamics and the targeted selection and adjustment of management practices are examined The findings indicate the need for systematic alignment of client companies and contract manufacturers at commercial and social relationship levels Furthermore relationship dynamics require a regular assessment of the commercial and social fit The findings contribute to the understanding of contract manufacturing relationships in literature and include recommendations for practical application

Drug Repurposing David Cavalla,2022-01-31 Drug repurposing is the development of existing drugs for new uses given that 9 in 10 drugs that enter drug development are never marketed and therefore represent wasted effort it is an attractive as well as inherently more efficient process Three repurposed drugs can be brought to market for the same cost as one new chemical entity and they can also be identified more quickly an important benefit for patients whose diseases are progressing faster than therapeutic innovation But repurposing also requires a fresh look at configuring pharmaceutical R a holistic gedanken experiment almost needs to be undertaken at the very start of any repurposing development In addition to new ways of thinking the discovery of repurposing opportunities can take advantage of artificial intelligence techniques to match the perfect new use for an existing drug And while repurposing of medicines has been in the mind of every doctor since Hypocrates modern clinical practice will simply have to adapt to new repurposing techniques in an age where the number of known diseases is

increasing much faster than the healthcare dollars available The Code of Federal Regulations of the United States of America ,1957 The Code of federal regulations is the codification of the general and permanent rules published in the Federal register by the executive departments and agencies of the federal government **Reconfiguring Global Health Innovation** Padmashree Gehl Sampath,2010-10-20 This book looks at the experiences of different latecomer countries in promoting sustainable health innovation systems to cater to local needs presenting empirical findings from India Bangladesh Vietnam Kenya Tanzania and Nigeria *Title Announcement Bulletin* ,1956 *Cumulated Index Medicus* ,1991

Arzneimittel Forschung ,1997 **Coagulation and Hematology in Neurological Surgery, An Issue of Neurosurgery Clinics of North America** Shahid Nimjee,Russell R. Lonser,2018-09-19 This issue of Neurosurgery Clinics edited by Drs Shahid Nimjee and Russell Lonser will cover Coagulation and Hematology in Neurological Surgery Topics include Biology of coagulation and coagulopathy Evaluation of the coagulation in the neurosurgery patient Genetics of hyper and hypo coagulable states Anticoagulants pharmacokinetics mechanisms of action and indications Use of antiplatelet agents in the neurosurgical patient Common conditions requiring long term anti coagulation in the neurosurgical patient Reversal of systemic and antiplatelet anticoagulants Intraoperative blood and factor replacement neurosurgery Management of Intraoperative coagulopathy Deep vein thrombosis prophylaxis in the neurosurgical patient Postoperative anticoagulation after neurological surgery Management of venous sinus thrombosis Management of acute ischemic thrombosis and Management of intracranial hemorrhage the anticoagulated patient **Kenya Gazette** ,1982-07-30 The Kenya Gazette is an official publication of the government of the Republic of Kenya It contains notices of new legislation notices required to be published by law or policy as well as other announcements that are published for general public information It is published every week usually on Friday with occasional releases of special or supplementary editions within the week

Pharmaceutical Sciences: Breakthroughs in Research and Practice Management Association, Information Resources,2016-12-28 The delivery of optimal pharmaceutical services to patients is a pivotal concern in the healthcare field By examining current trends and techniques in the industry processes can be maintained and improved Pharmaceutical Sciences Breakthroughs in Research and Practice provides comprehensive coverage of the latest innovations and advancements for pharmaceutical applications Focusing on emerging drug development techniques and drug delivery for improved health outcomes this book is ideally designed for medical professionals pharmacists researchers academics and upper level students within the growing pharmaceutical industry *Formulating Pharma-, Nutra-, and Cosmeceutical Products from Herbal Substances* Anupama Singh,Hitesh Kulhari,Vikas Anand Saharan,2025-08-12 A practical and up to date discussion of the formulation and design of dosage forms and delivery systems containing herbal ingredients In Formulating Pharma Nutra and Cosmeceutical Products from Herbal Substances Dosage Forms and Delivery Systems a team of distinguished researchers delivers a step by step approach to preparing and manufacturing dosage forms and delivery

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