

Our customer is a biotech company working to advance a deep pipeline of precision therapies, designed to allow patients to live longer, healthier lives.

Their approach combines their leading expertise in protein kinases with sound execution and an intense focus on discovery.

To support their team in Germany, we are looking for a:

Key Account Manager (m/w/d) Oncology/Hematology

Indication Launch Advanced Systemic Mastocytosis

Standort: Home-Office

Kennziffer: 26815

To serve the region:

- Northern Germany: Magdeburg, Berlin, Hanover, Bremen, Hamburg, Rostock
- Bavaria, Thuringia, West-Saxony (up to Dresden)

Your tasks

- Implement programs to support the journey of patients and ultimately work with the local health care system to improve the treatment of this disease and/or the patient journey
- Responsible for driving and achieving the business objectives of new product launches and in market assets
- Share insights and best practices within DACH team and within INT region
- Support and collaborate with In-Field Market Access territory partner to gain product access to local formularies and/or protocols within own accounts.
- Proactively coordinate collaboration with medical and market access (and other internal stakeholders) to ensure alignment in objectives and activities with accounts and external stakeholders
- Prioritize and manage accounts within the region by assessing appropriate business opportunities through contacts with key decision-makers and important local stakeholders
- Make changes as needed based on new business opportunities and changes in the market place to achieve financial objectives

Your qualifications

- Bachelor / Master's degree in marketing or life science (preferably)
- Minimum of 5 years of pharmaceutical industry experience
- Experience in managing customer relationships across the full spectrum of customer types in healthcare industry
- Account management experience desirable
- Knowledge in oncology or oncology-hematology
- Knowledge in National Healthcare system and the local and therapy specific policies that impact decision making
- Fluent in German and very good command of the English language

Seit 2003 vermittelt Optares Medical erfolgreich Fach- und Führungskräfte an Unternehmen der pharmazeutischen, biotechnologischen und medizintechnischen Industrie. Dabei profitieren Sie als Kandidat (m/w/d) durch unsere langjährige Branchenexpertise und unser weit reichendes Netzwerk zu den jeweiligen Entscheidungsträgern. Wir ermöglichen Ihnen somit den Zugang zu passgenauen Positionen inklusive echten Herausforderungen und entsprechenden Weiterentwicklungsmöglichkeiten.

Die professionelle, diskrete und transparente Betreuung unserer Kandidaten (m/w/d) während des gesamten Bewerbungsprozesses steht dabei für uns im Mittelpunkt.

Ihre Ansprechpartnerin

Frau Rosalin Temin
Recruitment Assistant
Tel. +49 441 21879-20
rosalin.temin@optares.de

Optares GmbH & Co. KG

Personalberatung und -vermittlung
Cloppenburgstraße 9
26135 Oldenburg

www.optares.de

Folgen Sie uns auf

