

Our client is a prestigious, global-acting and internationally leading biopharmaceutical enterprise. One of the largest research-based biopharmaceutical company in the world and his scientific and methodical approach to address unmet medical needs for patients with life-threatening diseases is revolutionary. It is one of the largest pharmaceutical companies in the world with a worldwide turnover of almost 26 billion US dollars. Our client has a distinguished history in scientific breakthroughs. Recent developments are innovative new therapeutics and advanced care of patients confronting life-threatening diseases in the therapeutic areas of rheumatology, gastroenterology, virology and oncology - and yet more to come.

We are recruiting a.s.a.p. for a dedicated and qualified:

Head of Business Unit (m/f/d)

Standort: Greater Munich
Kennziffer: 25090

Your tasks

- Lead a cross-functional team providing vision, motivation, support and coaching to drive the business and achieve our commercial objectives
- Determined development and proficient execution of commercial strategy and action plans for the Inflammation portfolio
- Lead and ensure well-functioning marketing & sales team
- Maximizing operational excellence in the entire marketing & sales efforts and business/forecast planning
- Develop, implement, and maintain the required infrastructure to meet business goals at all times
- Establish successful and efficient work- and business-relationships with opinion leaders and other key stakeholders
- Recognition as well-trusted and preferred partner in Rheumatology and Gastroenterology
- Partnering with Medical Affairs to guarantee efficient, successful development of the entire implementation of strategies
- Associating with Government Affairs and Public Affairs to ensure a positive and encouraging policy environment
- Supporting Market Access activities for all future and forthcoming launches
- Creating a valuable work-environment in which every member of the team has an opportunity to succeed, regardless of their tenure or standing within our clients' enterprise
- Enthusiastically participating in country leadership team and contribute to this high performing team to drive business successfully forward
- Representing the country leadership team and local market perspective in international launch and project teams
- Representing the leadership team of our prestigious client internally and externally
- Textbook role model of integrity and unparalleled leadership essentials and supporting our clients' company culture and core values

Your qualifications

- Master of Business Administration or advanced science degree preferred
- Established successful product launch experience in highly competitive market
- Expertise and experience in the specialty care preferably Immunology
- Significant knowledge of national pharmaceutical market and experience with the German reimbursement system
- Pertinent and applicable pharmaceutical industry experience to perform expertise in marketing & sales strategies and operations
- Field sales management or other field-based management experiences essential
- Proven proficiency to conceive, perceive, develop and implement multi-dimensional marketing and business plans
- Solid, demonstrated track record with pharmaceutical regulatory requirements
- Perfectly established excellence in project management and effectively managing multiple projects and priorities
- Track record of successful budget management with an understanding of revenue forecasting and expense budget planning and tracking
- Proven planning skills, routinely anticipates and plans for alternative/unlikely scenarios
- Excellent interpersonal and relationship building skills, internally and externally
- Professional network of key healthcare stakeholders
- High-performance leadership qualities, work in & contribute to cross functional teams
- Excellent communication and presentation skills and experience
- Constantly engages and motivates others to create energy and enthusiasm and commitment to an inspiring vision
- A visionary leader, a driving force and motivator of the entire team
- Tutors, coaches and develops direct reports and cross-functional teams to perpetual & sustained growth and success
- **Mandatory: ENGLISH full professional proficiency**
- Resilient profile with the ability to deliver in an ambiguous environment
- Ability to engage and manage multiple stakeholders to achieve all the objectives
- Always curious, with ambition and learning agility
- Operational excellence and impeccable organization-skills with a systematic approach to prioritisation
- Process orientated to meet and achieve all business objective

Seit 2003 vermittelt Optares Medical erfolgreich Fach- und Führungskräfte an Unternehmen der pharmazeutischen, biotechnologischen und medizintechnischen Industrie. Dabei profitieren Sie als Kandidat 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 während des gesamten Bewerbungsprozesses steht dabei für uns im Mittelpunkt.

Ihre Ansprechpartnerin

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Folgen Sie uns auf

