

Our client is an international speciality healthcare company dedicated to rare diseases. The product portfolio focuses primarily on haemophilia, inflammation, genetic and metabolic disorders. Furthermore the company is a pioneer in biotechnology with world-class capabilities in protein biochemistry and biologics manufacturing.

We are searching as soon as possible for a dedicated and experienced

National Sales Manager (m/f/d) Haemophilia

Standort: Greater Munich area

Kennziffer: 25127

Your tasks

- Take ownership for the results in Haemophilia Germany (product sales, KPI)
- Recruit, train and lead a team of field based Haemophilia Key Account Managers in assigned territories, overall 9,5 FTEs
- Leadership considering the different aspects of the leading role (manager, leader, coach, trainer, adviser and mentor); continuous development and sustainable performance management on individual level; implementation of trainings for the key account manager
- Coordination and realization of central and regional sales activities (e.g. further education); monitoring of the activities and regular control of success considering of different systems (e.g. CRM, market data)
- Capability planning and coordination between the relevant departments like marketing and medicine (management of interfaces) to ensure a seamless face of the company to all stakeholders
- sales force management and definition of target groups
- Spend time in the field supporting business activities and interacting with key customers to understand the customer view
- Take ownership of customer networking and manage ongoing key stakeholder relationships on a Regional scale
- Provide a feedback loop for local market requirements and competitor activities to ensure fully reflected in the company's strategic plan
- Ensure ongoing completion of all required initial and ongoing training in local regulations and policies, and adherence to those regulations and policies for self and any direct reports

Your qualifications

- University Degree in business education or in science, PhD is a plus
- At least four years of sales experience in pharmaceutical industry
- Optimally several years of experience in Orphan Drug or Specialty Care environment is a plus
- Confident and dynamic personality
- Strong creative outlook
- Experience in leadership
- Different markets and indication areas are an advantage
- Personal: respectful, engaged, ability to prioritize and motivate people in a challenging environment
- Fluent written and spoken English
- Trainings on leadership skills

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.

Ihr Ansprechpartner

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Folgen Sie uns auf

