

If you thrive to be part of a big change within an established company and if you are ready for a long successful partnership this could be the exact spot for your professional future!

Your Mission will be the build-up and long term management of the Italian affiliate of our customer in the Milan area.

Our customer is a German medium-sized family owned company with a traditional history of more than 60 years and a modern and innovative future orientation. The company specializes in the development and marketing of mainly prescription drugs for the therapeutic areas of gastroenterology and hepatology - these are developed and produced within their own group of companies. Worldwide sales are carried out through their own local subsidiaries and local partners.

Our customer is looking for close partners who call an intensive insight in the Italian pharmaceutical market especially in Gastroenterology their own and at the same time would love to be part of a global team of local Directors to help develop the company of our client strategically.

For the further expansion we are looking for a

## General Manager (m/w/d) Italy

Built up of a Local Affiliate / Pharmaceutical Industry

Standort: Milan

Kennziffer: 26690

### Your tasks

- First goals to achieve:
    - built up of the local infrastructure in Italy including a basic team of medical affairs and sales for the start-up phase of the affiliate
    - Launch of an orphan drug in gastroenterology
    - Reintegration of outlicensed products
  - Purpose of the position
    - The operational day-to-day management of the local affiliate. The ultimate purpose is to realize budgets, which satisfy/surpass the financial targets and lead the company to further growth in the framework of the strategic plan of the company, through instilling and maintaining enthusiasm, professionalism and drive into the organization to gear it to excellent performance.
  - Sales / budget responsibility
    - Achieve sales and operating profit as defined in approved budgets and marketing plans. Coordinate all activities required to execute and realize the accepted budget. Coordinate activities to prepare annual budgets and have it approved. Assess interim profitability objectively at regular intervals and make suggestions for improvement.
  - Setting strategy and business plans for Italy
    - Develop country strategic plans within the strategy and business plans and provide input from a regional perspective to the headquarter.
  - Reporting responsibilities
    - Present qualitative and quantitative reports on a monthly basis on progress versus budget, as well as current and expected trends and highlights according to standard formats.
  - Functional responsibilities
    - Planning: Ensure the adequate supply of finished products, by supplying an accurate material rolling forecast on a monthly basis.
    - Distribution: Ensure the organization and execution of the goods flow in such a way as to avoid an out of stock situation in the market.
    - Marketing: ensure efficient Marketing execution in the country
    - PV, Quality: assume responsibility & ownership for all legally required functions
  - Health, price and reimbursement
    - Ensure accurate and speedy registration of new products and registration of changes to the registered claims of existing products, in close cooperation with the department for Regulatory affairs in Germany. After approval of the headquarter, make applications for new product prices as well as price adaptations and /or sick fund reimbursement prices of existing products.
    - Manage and ensure re-transition of existing product portfolio of local partner organization into local company affiliate in close alignment with the headquarter
  - Human resources management
    - Maintain an organization staffed with highly motivated personnel, aware of their responsibilities.
    - Manage the performance of direct reports through regular review and coaching and ensure that performance is managed in turn, across the organization.
    - Ensure the adequate implementation and reporting of social obligations/ employment legislation within national legislative framework.
    - Inspire to work in a team-oriented manner and support constructive interactions within the affiliate and with other company affiliates
- ### Your Qualification
- A successful accomplished university degree e.g. in natural sciences, medicine, pharmacy, business administration or economics
  - A well balanced experience of several years in an commercial environment in the pharmaceutical industry in Marketing, Sales and Market Access in the local market of Italy
  - Proven leadership skills and hands-on mentality as well
  - Experience in building up professional business infrastructures and teams from the scratch
  - A deep understanding of the GI (Gastro-Intestinal) market within the local market
  - Good knowledge of all relevant different business functions
  - Strong leadership qualities; experience in leading diverse teams with solid & dotted-line responsibility
  - Business acumen as well as structured and analytical working style
  - Excellent communication skills and the will to work within an internal and global network of local leaders
  - Good interpersonal skills and teamoriented approach
  - Must have: 1st level command of the Italian and English language
  - Ideally: base knowledge of German language

### Geboten wird Ihnen

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.

#### Ihr Ansprechpartner

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Folgen Sie uns auf

