

Our client belongs to one of the fastest growing biopharmaceutical companies in the world. Headquartered in the US the commercialization of newly developed drugs is being spread all over the world.

To strengthen the medical department we are looking as soon as possible for an experienced candidate as

Key Account Manager (m/f/d)

Standort: Field based (North Rhine-Westphalia / Western Germany)

Kennziffer: 26285

Your tasks

The Account Manager (AM) is a field-based expert who will achieve commercial objectives of our client's products within the assigned territory (Western Germany), by driving the bottom up patient flow from patient identification via diagnosis to treatment initiation and treatment maintenance. She/he will drive disease awareness events/projects and patient finding initiatives within the assigned territory and will be responsible for furthering the medical community's scientific knowledge of our client's approved products by providing up-to-date medical information to HCPs, as well as disease state information to patient organizations and advocacy groups. The AM will support physicians to overcome regional and local prescribing / access hurdles for our client's approved products while ensuring full compliance with all relevant company, industry, legal, regulatory and ethical standards.

- Manages and leads efforts across all the key stakeholders (HCPs, specialists, regional & local patient associations/supporters and of patient support program) within her/his territory to achieve defined business targets within the assigned territory and on a national level
- Educates relevant HCPs on referral pathways for diagnosis to facilitate patient identification and/or access to treatment
- Ensures patient referral to opt-in into the patient support program
- Visits physicians and other health care professionals to educate about the company/ the approved product(s)
- Visits non-HCP and other stakeholders that are critical for patient identification
- Coordinates and/or delivers educational presentations to HCPs (promotional) thus providing the most current information about the approved indications and products
- Initiates and/or delivers educational disease awareness presentations within targeted communities
- Represents the company at relevant congresses/ events
- Co-works with Medical Affairs, Patient Advocacy, Market Access and Marketing to support customer's medical Information needs
- Maintains weekly field activity reporting (CRM database) with up to date information
- Delivers accurate and timely status reports and forecasts for patient flow development within his/her territory.
- Shares best practice experiences with the German and EU our client`s team
- Complies with legal & regulatory framework in Germany, i.e. compliant with applicable codes (AMG, HWG and AKG Code of Conduct), forwards immediately medical requests, product complaints and SARs („Verdachtsmeldungen“).

Your qualifications

- Qualification to work as Pharma Representative acc. §75 AMG, preferable Bachelor/Master degree in biology, pharmacy, or economy
- Articulate and well accustomed to a client-facing role with a minimum 3 years of experience, preferably, preferably in the Rare Disease area.
- Show good understanding of Rare Diseases business challenges and how to overcome
- Scientific expertise and scientific selling - Demonstrate strong knowledge of diseases and products
- Strong communication and presentation skills, experience in digital sales and able to communicate with customers remotely
- Being authentic - courageous and instilling trust
- Being pathetic by working with patient advocacy and related groups
- Focusing on performance and taking initiative - ensuring accountability and driving results
- Self (intrinsic) motivated with a positive problem solving (“can-do”) attitude
- Able to work autonomous in her/his territory and able to be a team player achieve common national targets
- Fluency in German, good English
- Appropriate driver's license and willingness to travel extensively within the assigned territory including “not-at-home” overnight accommodations. Central residence in the assigned territory

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

