

Bismarckallee 2a / D 79098 Freiburg / Tel. 0761-29615-0 / Fax 0761-29615-25 /  
e-mail: [info@pp-pharma-planing.de](mailto:info@pp-pharma-planing.de) / [www.pp-pharma-planing.de](http://www.pp-pharma-planing.de)

The company is one of the world's leading generics and specialty pharmaceutical companies, providing products to customers in approximately 140 countries and territories. The company maintains one of the industry's broadest and highest quality product portfolios, which is regularly bolstered by an innovative and robust product pipeline. With a workforce of more than 20,000, the company has attained leading positions in key international markets through its wide array of dosage forms and delivery systems, significant manufacturing capacity, global commercial scale and a committed focus on quality and customer service.

The new position of

## **Key Account Manager Biosimilars (m/f) Niedersachsen Nord-West**

is responsible to ensure and increase sales in the sales territory as well as create demand for the products.

### **Major Duties of Position**

- Coverage of and inform Multiple Scleroses Center (or other relevant customer groups) on a Regional Level about the company's products and services
- Identifies, implements and manages collaborative relationships with current and future regional and national KOLs, key centers (e.g. clinics or office based and local collaborative individuals or groups and understands the existing local/regional networks that drive therapy decision in order to increase usage of products
- Implementation of Marketing & Sales Strategy
- Taking care of existing and/or establish new contacts at relevant MS Center (defined by our Regional structure)
- Foster Image among the relevant target
- Establishes and fosters relationships with regional (and national) leaders of relevant specialized service units office based and at hospital level (e.g. Chief of Neurology Service)
- Coordinates and optimizes usages of service offers (e.g. NurseSystem and PatientSupportPrograms)
- Organize educational events for HCP, Nurses and Patients, in accordance to company Compliance and general legal rules

### **Who you are**

- Proven record in successful pharmaceutical selling skills ("Pharmareferent" acc. to § 75 AMG)
- Knowledge of commercialization and business practices, relevant laws, rules and regulations
- Network of established customer relationships in the target audience (optimal)
- Established network in Neurology especially in the area of MS (optimal)
- Strong customer orientation, science based and marketing minded
- Excellent communication and presentation skills
- High intrinsic motivation to succeed

---

Bismarckallee 2a / D 79098 Freiburg / Tel. 0761-29615-0 / Fax 0761-29615-25 /  
e-mail: [info@pp-pharma-planing.de](mailto:info@pp-pharma-planing.de) / [www.pp-pharma-planing.de](http://www.pp-pharma-planing.de)

Do you feel attracted by this position? We kindly ask you to apply in full confidentiality in English, with resume and list of key competences.

**PP PHARMA PLANING**

**International Executive Search & Specialist Recruitment Healthcare**

Dr. Bergauer + Partner GmbH

**Mrs. Birgit Strecker-Gerdes, Managing Partner**

Bismarckallee 2a D-79098 Freiburg im Breisgau

Telefon: +49 761 2 9615-0 oder Direktwahl: +49 761 2 96 15-16

Email: [b.strecker-gerdes@pp-pharma-planing.de](mailto:b.strecker-gerdes@pp-pharma-planing.de)

[www.pp-pharma-planing.de](http://www.pp-pharma-planing.de) [www.pharma-career-box.com](http://www.pharma-career-box.com)

*Your application will be treated with strict confidentiality.*