

Our client is one of the best-known and most respected healthcare brands in the world, offering the widest and finest range of eye health as well as dermatology and orthopaedic products. Within its Western Europe network the DACH region (Germany, Austria, Switzerland) is one of the most important and steadily growing markets.

For the site in Berlin we are currently looking for our client for an experienced

General Manager DACH (m/f).

Main responsibilities:

- Develops and implements country specific operating plans, ensuring achievement of objectives including growth of net sales, gross margin, operating income and capital expenditure for Pharma, Vision Care and Surgical franchises
- Develops key business strategies consistent with the company's philosophy and drives implementation via the marketing, sales planning and forecasting processes
- P&L responsibility of the D-A-CH cluster and ensures that the balance sheet and cash flow are maintained against target expectations as well as ensuring assets are maintained according to plan
- Oversees the development and implementation of tactical/marketing plans
- Drives the development and implementation of the sales plans to ensure:
 - Sales analysis tools are institutionalized
 - That feedback and market information is gathered and channeled back to management for effective decision making.
 - Resources are optimized for maximum efficiency in terms of coverage, segmentation and targeting of the right accounts
- Responsible to identify opportunities to grow the local business and to prepare relevant business case to get them funded internally
- Effectively collaborates and oversees back-office activities with logistics, CS, finance, HR and IT to ensure activities are in line with the business realities and objectives.
- Drives, develops, motivates and manages the different functions within the organization including local regulatory and medical affairs. Identifies, coaches and develops a strong leadership team. Instills a culture of high performance, quality, ownership and accountability within the workplace

Profile:

- Several years of leadership experience in sales and marketing and/or general management with working experiences in developed markets with proven successes
- Background in either pharmaceuticals, fast-moving consumer goods or over-the-counter products, medical devices
- Track record of delivering change and proven ability to coach and develop
- Provides strong, decisive leadership to the team
- Degree essential in a technical or business discipline
- Agile and entrepreneurial with a strong change orientation
- Organizational skills including ability to successfully manage multiple challenges and opportunities simultaneously
- Effectiveness in both strategy and operations
- Skilled influencer who finds pragmatic solutions for problems
- Tenacious, decisive and target driven with a strong desire to outperform the competition
- Is able to energize others into a vision of the future, translates that vision on all levels of the organization to delivering tangible results in their roles
- Fluent in English written and spoken

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

PP PHARMA PLANING

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Your application will be treated with strict confidentiality.