

## **Key Account Manager (Added Value Products and Biosimilars)**

**Role:** Full-time, permanent

**Location:** Field, Northern Germany

(Territory covered: Federal States of Schleswig-Holstein, Hamburg, Bremen and part of Lower Saxony)

### **The Role:**

We're seeking an ambitious and customer focused **Key Account Manager** to join our flagship 'Added Value Products' (AVP) and Biosimilars Sales team at Accord Healthcare. With proven experience in commercialising and launching products and having a solid network in Oncology and Haematology, within clinics and private practices, you will be the primary point of contact for customers and will be responsible for communicating all product needs and competitive intelligence to the business. Working closely with our central AVP team, you'll gain a comprehensive understanding of our products and services and develop effective territory business plans to ensure achievement of promotion, sales and market share growth of Accord Added Value Products & Biosimilars. You'll maintain our customer master data; participate in customer segmentation and targeting and support all marketing initiatives and activities.

The flexibility for regular travel through the territory is essential for this role.

### **The Person:**

- Significant experience in the pharmaceutical sector, ideally within speciality brands (or equivalent) and with a familiarity across a range of treatment areas (e.g. Oncology, Autoimmune, CNS) – experience of Generics and biosimilars would also be beneficial.
- Experienced in the preparation and delivery of business proposals in line with company or regional objectives.
- Excellent commercial and financial acumen – able to initiate, sustain and complete profitable growth plans, manage budgets and translate numbers into astute business cases.
- Strong relationship management skills, with the gravitas to influence and maintain relationships at all levels and build effective internal and external networks with key stakeholders and influencers (e.g. KOLs, Pharmacists, Hospital sector).
- Proactive self-starter with an entrepreneurial flare – resilient and able to thrive in fast-paced, ambiguous environments with changeable priorities.
- German at mother tongue level, with Business English for both written and verbal communication.

### **The Rewards:**

In return, we offer a competitive salary and rewards package (including holiday and bonus scheme). Not to mention the opportunity to genuinely make a difference in a new and dynamic role within a progressive and expanding business, at an exciting time of growing international reach.

**How to Apply:**

If you possess the experience, passion and ability to make this role a success then we would love to hear from you. Please send your CV in English to [recruitment\\_DACH@accord-healthcare.com](mailto:recruitment_DACH@accord-healthcare.com) by **15<sup>th</sup> March**.

**A Bit About Us:**

Accord Healthcare is a global pharmaceutical company involved in the development, manufacturing and distribution of pharmaceutical products to over 35 European countries, one of the largest market footprints of any European generics and biosimilar companies. Our vision is to become a top 5 pan-region generics company by 2021. We are not just about delivering affordable medicines; our mandate is to deliver affordable medicines that make a real difference to patients' lives.