

Commercial Analyst Graduate

(m/f/d)

Role: Full-time, permanent
Location: Munich, Germany



The Role:

We're seeking a Commercial Analyst Graduate to support our commercial operations and continued business growth across Germany, by taking ownership of relevant tasks and projects and supporting the commercial and field sales force teams with task such as:

- Support Sales planning and controlling processes for budgeting and forecasts
- Preparation of presentations and specific sales and customer analysis
- Participating in forecast and budget meetings
- Interaction with customer service and support processes for market access and new product launches
- Maintenance of customer data; address details, contract database and price lists
- Preparation of clinic tenders and customized offers in cooperation with market access
- Monitoring and tracking of clinic purchasing syndicates, pharmacies and compounder contracts in cooperation with hospital, commercial operations manager and market access
- Participation in sales steering meetings with Key Account Manager's
- Evaluation of Key Account Manager / regional sales performance vs. budget
- Evaluation and support the analysis of sales force effectiveness and KAM KPI achievements
- Monitor stock situation and inform stakeholders about potential stock-outs.

You'll build strong working relationships across the business with key stakeholders and at all levels of authority, you'll use your agility to manage your own workload in a fast-paced and changeable work environment. Thinking on your feet to solve problems, you'll identify continuous improvement opportunities in the business, supporting these with well-reasoned proposals.



The Person:

- Graduated in economics, science and/ or business operations, to understand commercial processes, sales figures and customer needs.
- First class numerical and analytical skills.
- Strong commercial acumen that can be applied with insight to inform or deliver results.
- Excellent standard of written and verbal communication in German and business English; able to relate to stakeholders at all levels and from different cultural backgrounds.
- Strong aptitude for technology and highly proficient in the use of MS Office particularly intermediate to advanced Excel and PowerPoint.
- Ability to maintain resilience, learn quickly and produce results to deadlines in a changing and pressurised work environment.
- Experience of being a key player in a high performing team, would be preferred.
- Confidence and ability to contribute effectively to working groups, meetings and team discussions



The Rewards:

In return, we offer a competitive salary and rewards package, tailored training to support your aspirations, personal mentoring from our European Directors and experience working with departments across the business. Not to mention the opportunity to make a genuine difference (on real projects!) in a progressive and expanding business, at an exciting time of international growth.



How to Apply:

If you have the experience, passion and ability to make this role a success then we would love to hear from you. Please follow the below link to complete your Candidate Profile on our careers site to apply for this role.

<https://career44.sapsf.com/sfcareer/jobreqcareer?jobId=1358&company=intaspharm>



About Us:

Headquartered in the United Kingdom (UK), Accord Healthcare Ltd. is an international pharmaceutical company with a presence in more than 45 countries in Europe and over 85 markets worldwide. In Europe, Accord Healthcare has one of the largest market footprints with more than 8,500 approved products, making it one of the leading generic and bio-similar companies. With new ideas and approaches, Accord Healthcare sees itself as an inventive and agile healthcare company, striving daily to improve the administration of vital products and make them accessible to physicians, pharmacists and patients worldwide.

In Germany, our subsidiary Accord Healthcare GmbH is based in Munich and is one of the top 15 suppliers of generic medicines. The portfolio comprises of more than 100 products with a focus on oncology and haematology, where Accord Healthcare already ranks among the top three generic companies. In addition to this, other therapeutic areas such as bone health, addiction and critical care will become a stronger focus for Accord Healthcare in the near future.

Find out more here:

www.linkedin.com/company/accord-healthcare

Accord Healthcare - Make it better



Accord Healthcare GmbH

Hansastraße 32
80686 München

T +49 89 700 9951 0

F +49 89 700 9951 66