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## Key Account Manager (m/f)

ID 400118

### The Company

Our customer is a specialty pharmaceutical company focused on providing avant-garde, high-quality brands that meet the needs of critical care physicians and patients. With a commercial presence and distribution network covering over 60 countries worldwide, it develops, acquires and commercializes brands for the in-hospital, acute care market segment.

Currently, we are looking for a 'Key Account Manager (m/f)' based in Austria with home office option.



### Duties

- Aggressively drive sales and create new business within the assigned territory: Grow the sales!
- Responsible for consistently achieving sales targets in assigned territory and develop working relationships with healthcare professionals to effectively influence adoption pathways and purchasing decisions
- Organize local and regional medical education events with KOL and give presentations to local peer groups (nurses, physicians)
- Build customer acquisition, retention, advocacy and loyalty and implement robust account plans with complex customers mainly hospitals
- Deploy and use Marketing and Sales promotional materials and programs
- Develop deep product and disease state knowledge in our specific therapeutic area and utilize this knowledge to promote the appropriate use of products to healthcare professionals
- Work cooperatively with Medical Science Liaisons, and other internal team members on various cross-functional projects related to specific accounts and complete all company administration and reports within guidelines and time scales specified to ensure a high standard of management information

## **Our requirements**

- Excellent knowledge of cardiology/ ER in the hospital setting and minimum of 4 - 6 years of relevant experience in account management
- Evidence of strong selling ability
- Excellent interpersonal skills, and demonstrable business skills including decision making, analysis, judgment, selling and negotiation skills
- Knowledge on broad commercial awareness and tactical planning needed to achieve business objectives
- Fluent in English and experienced in working autonomously

## **What we offer**

- Excellent opportunities for professional and personal development.
- An exciting position in an international environment.
- Work in a highly motivated, committed and open-minded team.

## **Become part of a successful company and apply now via ChemRecs for this position!**

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Please submit your application documents, including your availability and salary, by e-mail to [jobs@chemrecs.de](mailto:jobs@chemrecs.de). We are looking forward to meeting you soon and would be pleased to clarify your first questions by phone on +49 (0) 176 43540288

Your contact: Marilyn George

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