

General Manager Germany (m/f)*

Reference Number: 1001363

Company Information

Our Client is a successful, independent and fast growing specialty pharmaceutical company with an extensive pan-European presence. Throughout its long history, the company has developed and marketed high quality, innovative products for the benefit of both patients and physicians.

A strong portfolio of development projects in the areas of gastroenterology, hepatology and incontinence represents the foundation for ongoing above-average growth. Furthermore, our client has developed a company culture based on mutual respect, accountability, decency and integrity.

The German commercial unit consists of a highly motivated Sales, Marketing and Service organization including medical, regulatory, HR, Finance and IT functions as well. The company is located in an attractive university city in the heart of Germany.

Position

Your main tasks will be:

- Leading the German team to successfully achieve all sales, profits and other Business goals and objectives, and providing the local strategic direction to the business that will ensure sustained high performance of in-line and new products in Germany
- Achieving sales and profit targets, market share objectives and other specified business goals
- Managing growth of company structure including policies, systems and personnel to facilitate ongoing sales and profit growth
- Leadership, motivation and ongoing skill development of all company personnel in Germany
- Development of long and short term business plans that identify and maximise company and product opportunities and acknowledge and minimise potential risks
- Successfully bringing new products to market, through the German regulatory system; maximise pricing and reimbursement opportunities via the appropriate German authorities
- Leadership of the team at key national medical conferences
- Development of strong relationships with key stakeholders, both internally e.g. commercial management team, senior local staff and externally e.g. clinicians, government authorities, industry association and leaders, distributors, patient advisory groups

- Meeting local statutory and legal requirements including fulfilling required duties as the locally based Company Director
- Driving integration with the company in terms of culture and values, policies and procedures and marketing
- Representing the company in local Business Development opportunities

Candidate Profile

- University degree in Science, Pharmacy, Commerce or a related field is essential. Postgraduate qualifications in general business management or marketing e.g. MBA will be highly regarded
- Sales and marketing management experience including line management within the German pharmaceutical environment.
- Sound knowledge of the pharmaceutical regulatory environment in Germany
- Ability to liaise effectively and build strong relationships with key stakeholders, both within the marketplace (government, medical specialists, distributors, patient groups) and with colleagues internationally and local management
- Strong operational Management ability
- Demonstrated leadership skills and strong influencing skills
- An entrepreneurial approach to maintaining and developing business
- The ability to work autonomously and a desire for responsibility and accountability
- Proven self reliance, ability and mindset to work effectively in a global environment
- Ability to work in matrix management structure
- An understanding of the principles of good corporate governance. Previous experience as a Company Director will be highly regarded
- High communication and presentation skills as well as passion
- Change minded attitude and results focused
- Strong verbal and written communications skills in German and English
- Willingness to travel abroad regularly
- Balanced personality and balance of business management, analytical skills and business vision

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If you are interested in this position please email your CV to

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* This job description applies equally to male and female candidates, regardless of the wording used in the text.