



Key Account Manager (f/m/d)

Would you like to make a valuable contribution to the health of patients? And do something really meaningful on your own responsibility? Then we look forward to hearing from you! Excellence beyond manufacturing - that's what we stand for as Aenova, one of the world's leading contract manufacturers and developers for the pharmaceutical industry with 4,000 employees at 15 sites. Our site in Starnberg is the headquarters of the Aenova Group.

Your key responsibilities

- Responsibility for generating growth within a designated number of Aenova-appointed key client accounts, managing the senior level relationships within those designated accounts and driving the cross-selling activity of all sales staff, as well as directing all functional support (e.g. Development, Operations, Quality)
- Develop clear, well-articulated growth plans and deliver sales force alignment for target clients
- Drive a depth & breadth strategy for global clients, in order to maximize the technology usage within the assigned accounts
- Act as a senior Aenova "ambassador" to further develop business together with existing customers by providing a deep understanding of customer dynamics and bio-pharmaceutical trends to maximize business opportunities and growth
- Identification of market potentials, as well as observation and analysis of the market and competition
- Lead the negotiation of contracts (e.g. supply contracts) with our customers and in coordination with internal contract persons
- Provide over-arching direction for designated global account contracts to provide a speedy, efficient contracting process

Your profile

- Science for Business degree, with MBA preferred
- 5+ years of relevant experience in B2B Sales, Business Development or Project Management
- Strong track record in the B2B setting as well as in delivering sustained growth and excellent results
- Sales / Business Development experience in the contract pharmaceutical industry preferred
- Thorough understanding of sterile and oral solid-dose manufacturing is a plus
- Be a change agent who relishes a fast-paced, highly energized environment, be an excellent communicator and a strong problem-solver with well-developed analytical skills, high level of technical acumen, strategic thinking, consumer & customer understanding, marketing program creativity, interpersonal, project management, financial management and negotiation skills
- Competent handling of standard MS Office applications and the ability to manage a CRM system
- Fluent in English, both written and spoken
- Willingness to travel
- Home based

Your motivation

Are you looking for new challenges in a highly competitive environment? And you want to tackle them creatively and on your own responsibility? Do you prefer a "get-it-done" culture and think in terms of solutions rather than problems? What are you waiting for? We would be happy to explain our corporate benefits in a personal conversation!

Apply now

If you have any questions, I - Melanie Rümmele / Human Resources - will be happy to help you: [+49 151 57915557](tel:+4915157915557)

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