



professionals

Dynamism, growth, innovation and ability to change characterise our customer, a market-leading pharmaceutical company with a local start-up mentality and at the same time belonging to an international corporation. On his behalf, we are looking for a self-motivated, creative and resilient personality for the Swiss headquarters in Zurich as

## Country Manager Switzerland

First and foremost, this leadership role means maintaining and strengthening the relatively small, but powerful entity within the global corporate structure. More specifically, you are responsible for the further dynamic growth of the prosperous, mid-size local sales organisation. In close collaboration with your management team and supported by longstanding employees in the field of administration and sales, you will execute the business plans of the various product lines to meet the country sales and profit budget. Your function entails full budget accountability and responsibility for pricing and reimbursement matters within the Swiss organisation. With this goal in mind, you will support and coach the individual teams to ensure excellence in execution and achievement of targeted sales, profit and market share goals. Building a strong local leadership team and developing existing and new key talents is equally important as enhancing support functions across business units. You will actively spot new business opportunities and contribute to the ambitious sales objectives by establishing and cultivating business relationships with key customers and relevant stakeholders. Furthermore, you will play a central role in ensuring business ethic standards, legal and regulatory compliance of the business as well as applying the internal policies of the group. As Ambassador of the company you will be accountable to its European Headquarter and represent the company in all external communications.

Together with a university degree in Science or Business, you have acquired significant experience in the pharmaceutical industry and a good level of understanding of Swiss Medic and BAG related requirements. Our preferred candidate has proven managerial skills, is experienced in running various business units and is familiar with compliance standards. Previous exposure to handling budgets and sales forecasting plus managerial responsibility are mandatory. Most important, however, is your relevant knowledge of distribution, combined with an entrepreneurial attitude and a natural gusto for sales. A good financial and business acumen, strategic planning and budgeting expertise are also part of your professional profile. Likewise, you possess solid leadership qualities, strong interpersonal skills and are a gifted and fluent communicator, be it in **German, English and possibly French**. Appropriate gravitas for the seniority of the role combined with a hands-on mindset are further attributes describing you. As much as your ability to work in a fast, dynamic and multicultural matrix organisation is of chief priority for the company, your willingness to achieve above-average performance is essential. Your analytical and conceptual capabilities help you to reach the goals set. Last but not least, you have a reputation as a manager with drive, initiative and resilience.

What can you expect from this position? The opportunity to join a fast-growing employer with a global network, a pulsating spirit and an environment of top professionals. As head of the Swiss office, you will have the privilege to personally shape your team towards a joint effort in maintaining the company's prominent market position, which, of course, also likes having fun together. On the other hand, you can expect a company culture which encourages innovation and offers you a competitive compensation package. Have we inspired your curiosity? If so, please send your application in **English** (complete CV and motivation letter) to Sabine Biland-Weckerlin, reference number SBW-15-17 at [info@da-professionals.ch](mailto:info@da-professionals.ch).

da professionals ag – seit über 40 Jahren  
Specialists and Executives  
Florastrasse 49, CH-8008 Zürich  
Telefon +41 44 421 77 11, Fax +41 44 421 77 12  
[info@da-professionals.ch](mailto:info@da-professionals.ch), [www.da-professionals.ch](http://www.da-professionals.ch)