

# da

professionals

Dynamism, growth, innovation and ability to change characterise our customer, a market-leading and internationally anchored pharmaceutical company. On his behalf, we are looking for a self-motivated, creative and resilient personality for the Austrian headquarter in Vienna as

## Country Manager Austria

First and foremost, this leadership role means reinforcing and promoting the legal entity. While the market cultivation and back office functions have so far been directed out from Switzerland with an Austrian sales force, you will be responsible to create a small but powerful local sales organisation within the global corporate structure. You will promptly 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 Austrian organisation. With this in mind, you will select, build and coach new team members and drive the team building forward to ensure excellence in execution and achievement of targeted sales, profit and market share goals. You will actively spot new business opportunities and contribute to the ambitious sales objectives by establishing and cultivating business relationships with key customers and stakeholders. Furthermore, you will play a central role in ensuring business ethical 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 the relevant regulatory 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 knowhow in the field distribution, combined with an entrepreneurial attitude and a natural gusto for marketing and 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 or English**. 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 set the ground for above-average performance of your business entity is essential. 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 and a pulsating spirit. As head of the Austrian office, you will have the privilege to personally establish your branch's own identity and shape the team towards a joint effort in consolidating and expanding the company's market position. On the other hand, you can expect a company culture which encourages innovation and the company offers you a competitive compensation package - depending on experience - starting from Euro 110'000 plus bonus and company benefits. Have we inspired your curiosity? If so, please send your application in English (complete CV and motivation letter) to Sabine Biland-Weckherlin, reference number SBW-16-17 at [info@da-professionals.ch](mailto:info@da-professionals.ch).

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