

Key Account Manager B2B

Dear Colleagues,

Please, be informed that we launched an internal and external recruitment & selection process for the position of **Key Account Manager B2B**, reporting full line to *Thomas Koene, Head of Strategic Growth Partnerships*.

Location: anywhere in Europe, ideally not far from Prague or Bucharest.

The role requires frequent business trips throughout Europe and Asia.

POSITION PURPOSE:

The Key Account Manager is accountable for the overall direction, strategy, and performance of the b2b customers including:

- Accountability for the PNL of 20 million EUR sales and 5 million EUR gross margin;
- Establishing strong partnership with business clients;
- Managing and developing the right portfolio with the right customers.

KEY RESPONSIBILITIES AND ACTIVITIES:

- Is accountable for the PNL of 20 mln EUR sales and 5 mln EUR gross margin;
- Build strategy for clients;
- Prepare and control budget;
- Be accountable for PNL of the clients;
- Act as a project manager for launches and transfers for the customers;
- Be a single point contact for high level of escalation;
- Maintain contracts and pricing (including implementation of different pricing strategy) for the clients;
- Identify new market opportunities and acquire new customers proactively;
- Bring long term visibility to the production site regarding industrial strategy and external customers;
- Ensure long term partnership with the right customers.

JOB REQUIREMENTS:

- Technical experience in pharma technology;
- International network in pharmaceutical market;
- Analytical skills (advanced user of IMS);
- Strategic thinking: Ability to transfer market data into plans;
- Entrepreneurial mindset;
- Able to act independently;
- Transversal mindset, able to bring people together to get work done;
- Fluency in English and one other European Language is a requirement;
- At least 5 years in a commercial role in pharmaceutical company;
- Positive energy giver – that delivers what they promise;
- Customer orientated with strong personal network;
- Clear, structured communicator.

Please send your application or recommendations to anna.fedosova@zentiva.com until 15th of March included.

Thank you!

HR Team

