

# Senior Key Account Manager (f/m/d)



Location flexible

The Aenova Group is one of the leading companies in the pharmaceutical and healthcare industry. With high quality standards, innovative technologies and a clear future orientation, Aenova has become Europe's market leader for the development and production of all common dosage forms and product groups in the business-to-business sector. The company which has its headquarters near Munich (Germany), operates 15 production sites and several sales offices in ten countries throughout the world. More than 4.300 employees contribute to the group's success.

## What can you expect?

- Management and further development of the existing business for a defined set of 3-5 Key Accounts (Big Pharma)
- Share of wallet increase through new business acquisition, supported by customer portfolio analysis in alignment with Aenova's capabilities
- Management of the complete sales and offer process in cooperation with the relevant stakeholders
- Review, update and lead negotiations of contracts (e.g. (Master) Supply Agreements)
- Professional customer relationship management from lead generation, through project management support, to post order activities
- Full budget and pricing responsibility
- Development of customer specific sales action plans and marketing initiatives
- Compilation of a target customer strategy
- Identification of customer relevant market trends and development
- Observation and analysis of Aenova's competition relevant to the respective customer portfolio/business
- Participation in events and trade fairs

## What should you bring?

- Bachelor's degree in Business Administration, Science or equivalent work experience
- Minimum five years of professional experience in the pharmaceutical industry CDMO as well as proven successful b2b sales
- Preferably active business network with minimum one of the defined Key Accounts (Big Pharma)
- Excellent communication and negotiation skills as well as resilience
- Ability to work in a team, decision-making power and excellent presentation skills
- Strong knowledge of manufacturing process/technology
- Competent handling of all standard MS Office applications and a CRM system
- Proficient in English (written and spoken), any additional language (preferably German) would be of advantage
- Willingness to travel

We offer a growth-oriented, dynamic and international environment, which offers challenging tasks across the sites as well as active participation opportunities.

If these tasks in a future-proof corporate group attract you, then we would like to get in touch with you.

## Have we inspired your curiosity?

For any questions please contact the human resources department at +49 8151 9987 116.

Apply now

Aenova Holding GmbH,  
Human Resources, Berger Str. 8-10, 82319 Starnberg, Germany

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