

# Senior Key Account Manager DACH (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 16 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?

- Further development of the existing business together with existing customers
- Acquisition of new customers through business analyses, customer evaluation in line with the business strategy
- Responsibility for the sales and offer process in cooperation with the relevant contact persons
- Lead the negotiation of contracts (e.g. supply contracts) with our customers and in coordination with internal contact persons
- Professional customer relationship management from lead generation through project support to post order activities
- Development of customer-specific sales action plans and marketing initiatives
- Create a target customer strategy
- Identification of market potentials, as well as observation and analysis of the market and competition
- Active participation in events and fairs

## What should you bring?

- Bachelor's degree in Business Administration, Science or equivalent work experience
- Minimum five years of professional experience in B2B sales in contract manufacturing
- Active business network of large and medium-sized customers in the pharmaceutical industry in several European countries, at least in the DACH region
- High level of technical sympathy
- Excellent communication skills, negotiation skills and resilience
- Ability to work in a team, decision-making power and excellent presentation skills
- Competent handling of standard MS Office applications and the ability to manage a CRM system
- Proficient in German and English

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

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### Members of the Aenova Group

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