



PIONEERING HEALTHCARE

**YOU WANT TO MAKE
A DIFFERENCE?**

THEN JOIN US!

We are Tiefenbacher Group – Health Pioneers since 1963.

100% family owned since 1963, we are a leading healthcare company providing innovative and best-in-class solutions along the entire pharmaceutical value chain. The distribution of APIs and the development, manufacturing, and registration of finished dosage forms are our core competencies. The world's most trusted brands count on our pioneer spirit as well as our pharmaceutical excellence. Leveraging our global presence, including own laboratories and manufacturing sites, we are driven to make pharmaceuticals more affordable, more available, and better than before. There is one purpose driving our about 600 employees day by day: improving the life of millions of patients worldwide.

Your expertise and commitment can make a difference to patients all over the world. Join us at our global headquarters in Hamburg (fulltime) and become a part of our FDF-Business Unit AET at the earliest possible date.

We look forward to hearing from you!

Send your resume and letter of motivation including your salary expectations and availability to our HR department (jobs@aet.eu).

Check out our website www.aet.eu for more information!

LICENSING & KEY ACCOUNT MANAGER (M/F/D) FINISHED DOSAGE FORMS

YOUR RESPONSIBILITIES

- Out-licensing of finished dosage forms (generics) to international B2B clients
- Manage existing and identify new clients, map them and define a sales growth strategy
- Establishment of long-term customer relationships and further development of existing business by identifying cross- and upselling potential
- Negotiate and close licensing and supply agreements including conduction of contract agreements
- Monitor business performance and take corrective actions to achieve key objectives
- Independent market analysis and determination of market potential as well as evaluation of distribution channels and product portfolio Interface to the areas of supply chain and customer operations as an impulse generator for cost, product and service optimization
- Regular business updates to senior management

YOUR SKILLS & QUALIFICATIONS

- Degree on business studies or life science, MBA beneficial
- Minimum 5 years strong licensing and sales experience of pharmaceutical finished dosage forms with proven track record. Innovative pharma and similar industries can be considered
- Strong business acumen and entrepreneurial mindset
- Hungry to build a portfolio and generate long term sales
- Creative and strong negotiation skills to reach objectives
- Excellent analytical and strategic skills
- Willingness to travel (around 40%)
- Proficient in English; German and other languages are an advantage

LOOK FORWARD TO

- working for an internationally established company in the pharmaceutical industry.
- our modern offices in the buzzing heart of Hamburg right at the Elbe river.
- the opportunity to implement your own ideas in solving challenging tasks.
- flexible working hours.