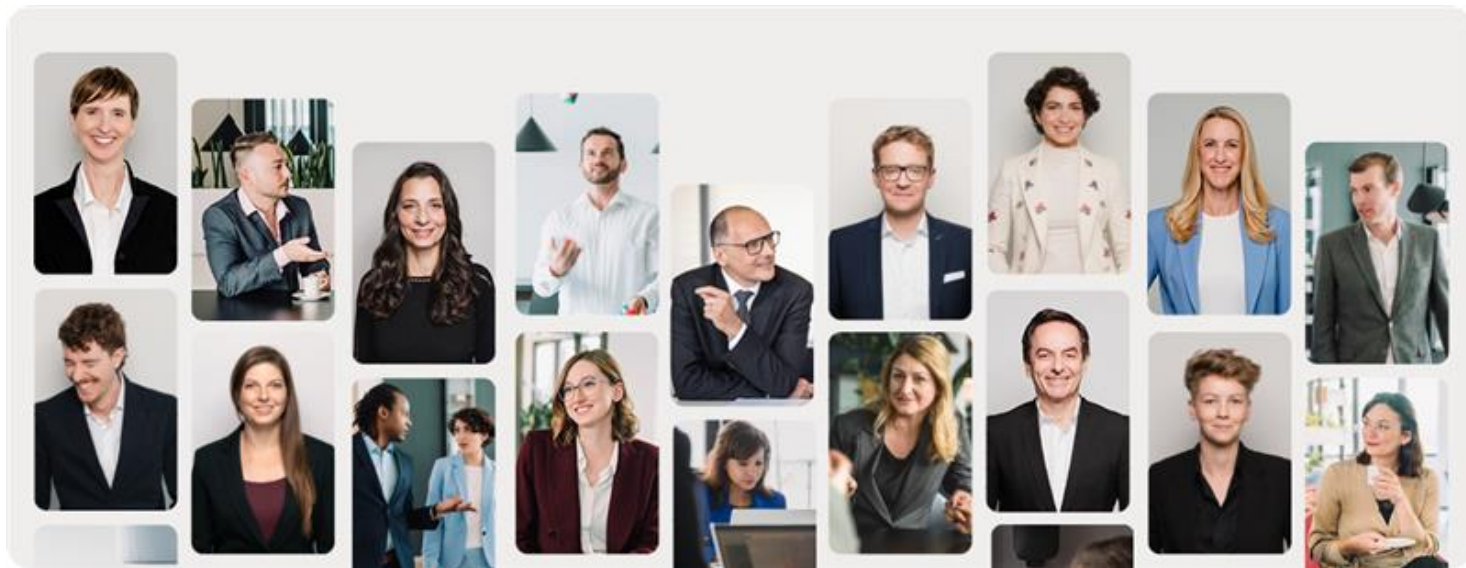


AOP Health is the European pioneer for integrated therapies for rare diseases and in critical care. To enhance our team in Vienna we are looking for a:

Key Account Manager Intensive Care (South-East Austria) (f/m/d)

1190 Vienna | Full-time employee | Start: as of now |



In this position you will develop and implement integrated account plans with all relevant key stakeholders to maximize brand performance in your assigned territory.

What Your Day To Day Will Look Like

- Proactively develop strong and long-term relationships with customers and Key Opinion Leaders (KOLs)
- Create and execute key account plans, ensuring timely and successful implementation
- Continually analyze business performance against targets and adjust strategies as needed
- Stay up to date with competitors and latest scientific developments
- Promote and demonstrate the value proposition of the company's Intensive Care product portfolio
- Identify key clinical topics from KOLs and experts
- Support Product launch activities and develop/implement regional strategy and tactical plans
- Organize and participate in product and medical training for healthcare professionals at healthcare facilities, local professional societies, conferences
- Ensure adherence to all regulatory and compliance procedures

Your Qualifications and Experience

- University degree in Business, Pharmacy, Medicine, or Natural Sciences
- For Business graduates: successful completion of the Medical Representative Examination (Pharmareferentenprüfung)

Main Benefits

- ★ Bonus
- 🚗 Company car
- 🎓 Initial and continuing education
- 👥 Employee events
- 🩺 Company doctor
- ❤️ Healthmeasures

Your Contact



Julia Friedl
Talent Acquisition Manager

- Demonstrated success in pharmaceutical sales, ideally with high-cost specialty medicines
- Experience in the cardiovascular field, hospitals, or emergency/intensive care units is preferred
- Proven ability to build and maintain relationships with Key Opinion Leaders
- Strong entrepreneurial mindset, with a high level of resilience and target orientation
- Excellent presentation, communication and influencing skills
- Willingness to travel extensively across Austria
- Fluency in German and English, both written and spoken
- Proficient user of Microsoft Office 365

Further information on our website:
aop-health.com

Our Offer

- An open corporate culture with the opportunity to contribute your own ideas
- Structured onboarding and support through a buddy system.
- Being part of a successful team who drives the business forward
- Competitive bonus scheme, company car, additional benefits and employee events.
- Due to legal requirements, we are obliged to disclose the collective agreement minimum salary, which is EUR 60,018 gross per year, based on full-time employment. However, our actual remuneration packages are market-oriented and aligned with your qualifications and professional experience.

If you would like to work as a team player in an international environment and can identify with our values "Agile, Ambitious, Aligned, Accountable and Appreciative", then: Take this CHANCE and