

# EXECUTIVE RESEARCH (M/W)

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Our customer is one of the globally leading researching pharmaceutical companies. The regional center in Vienna supervises more than 30 countries in CEE and central Asia. The organization is responsible for management, coordination und support of the regional country subsidiaries. Due to a powerful product portfolio and further promising studies, our client is increasing the Respiratory - team why we are searching for a Regional Marketing Manager for Respiratory Diseases (f/m), based in the regional center in Vienna.

## YOUR TASKS:

In this very demanding and internationally visible position you are responsible for the development and implementation of the regional Respiratory-Diseases- marketing strategy and the management of concerted marketing activities in the local subsidiaries. You are leading the brand from across the region, prepare upcoming new product launches and establish the baseline for further growth potential in the region.

In our client's pulmonary portfolio are strong and well known brands with high impact on the regions financial results why one of your core responsibilities will be to continue a strong growth of the existing portfolio in all countries of the region (you will be responsible for about the half of them). The second important impact you may have is in the preparation of new launches.

You will have to manage a cross country team (no direct responsibility, but with a dotted line responsibility) from marketing perspective (local marketing managers and/or product managers), represent the respiratory brands towards corporate as well as all the regional functions (medical, controlling, logistics, market etc.), ensure effective planning (volume, sales, marketing resources) according to priorities, always aligned with overall business goals.

## YOUR PROFILE:

To be successful in this role, your strong understanding of the pharmaceutical market is a "must". If you even have experience with the marketing of respiratory products, this would be an asset, but is rather a "nice to have". Practical knowledge of marketing and sales methodology as marketing manager or senior product manager (or maybe even medical manager) for research intense pharmaceutical products makes you especially recognized. You should be familiar not only with classical marketing instruments but also with digital marketing channels and new ways of media use.

Regional experience for more than one country would be an asset, your educational background should be strong – either with a business focus or a with a degree in natural sciences.

Your strong leadership capabilities in a cultural diverse environment (some years experience in personal or functional leadership) combined with fluent English skills, strong IT – user-skills and the willingness to travel will make you successful and happy.

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The salary package shall depend on the successful candidate's experience. We are currently assuming a target salary of 100.000-120.000 EUR (including 15% bonus).

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## Additional information

Location	<b>Vienna</b>
Position type	<b>Full-time employee</b>
Start of work	<b>Nov 30, 2018</b>

## Responsible

Gregor Stellnberger