

Konatel' / Managing Director – Pharma Slovakia (m/f/d)

Bratislava

📍 Bratislava

€ ca 70.000,-

A011362



Roman Seligo
Partner | Senior Consultant

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Our client is an internationally active, well established, further growing Austrian pharma company with an Rx portfolio in various indication areas including ophthalmology, ICU, and some OTC products. The company is searching now for a Managing Director (m/f/d) to manage the Slovakia Sales Office and sales team, with a good own network to hospitals and other relevant market contacts.

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Responsibilities:

- In this role you have the **overall responsibility as Country Manager and Managing Director** of the Slovak office and team of the Group. You will manage a small sales rep team and be active with key clients personally in parallel. A key target is to further grow the business and the local organization alongside.
- The company owns a distinctive brand portfolio in a number of indication areas including ophthalmology, ICU, and some OTC products, thus covering the respective resident doctors (physicians) as well as hospitals (tender business) and pharmacies.
- A **substantial number of new launches** as well as a significant relaunch, offering USPs and good marketing arguments, are scheduled for 2024 as well as in the further pipeline for the following years.
- The new Managing Director will focus on new launches, relaunches, and increasing sales and profits, whilst HQ services cover supply chain, finance, and international marketing support.
- **Key focus of the role is to further develop respectively grow the business and organization**, leveraging own experience and relevant sales and business network as well as the positioning of specific product USPs, and a new sales team approach, including the international support from the HQ.
- Full P&L responsibility and direct reporting line to the group CEO in the international HQ in Austria.

Requirements:

- Higher university degree, either in a scientific area (such as medicine, pharma, biotech, ...) or in a commercial field



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- **10+ years' experience in pharma M&S (pharma sales experience in Slovakia is a must)**, hereof min. 4 years in a leadership role (such as Sales Manager/Director, experience as MD is an advantage, but not obligatory, the new role could also be a next career step)
- Proven credentials / market successes from prior pharma M&S roles on the Slovak market
- Relevant personal networks to hospitals, KOLs, and other relevant market players, business acumen and contacts to "be the first" to take advantage of market opportunities from trends and/or legal (e.g., reimbursement) changes, experience and ability to position and sell products based on qualitative arguments rather than on rebates
- Good MS Office user skills
- **Native or bilingual Slovak (C2) and fluent English (C1) language proficiency**, German skills are a plus but not required
- Active drivers' license and high mobility within Slovakia (min. 70%)
- Entrepreneurial, dynamic, flexible, self- and result-driven, self-responsible, hands-on spirit and highly trustful, active, and motivational leadership personality, intrinsically motivating and motivated to very actively further grow the business for the Group in Slovakia

The Offer:

The company offers a state-of-the-art MD package including a **salary at minimum EUR 5.000,- gross p.m. fixed (negotiable based on experience and credentials) plus a bonus and a company car**, as well as a long-term perspective and the opportunity to step into a newly defined role and start as the key manager to establish business growth for the Group in the country, in an independent role. Please send your application including CV and motivation letter to project number **A011362** to our **Senior Partner Dr. Roman Seligo** under r.seligo@pendlpiswanger.at.

