



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:

International Tender Manager (f/m/d)

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













As a key member of our International Market Access Team at headquarters, the International Tender Manager will oversee the end-to-end process of tender submissions across various global markets. You will ensure full regulatory compliance, drive efficiency in tender processes, and work closely with country teams and cross-functional departments (Therapeutic Area Teams, Finance, Legal, and Supply Chain) to optimize our tender business strategies. This role offers a unique opportunity to support market access and shape tender strategies within a dynamic, multinational environment.

What Your Day To Day Will Look Like

- Serve as the primary contact for country teams regarding tender and contract submissions.
- Manage the tender process from submission preparation to post-submission tracking, ensuring efficiency, quality, and profitability.
- Collaborate with local teams and cross-functional departments to analyze tender specifications, coordinate documentation, and align on tender strategies.
- Monitor tender calendars and submission deadlines, ensuring compliance and accuracy.
- Develop strategies to capitalize on new tender opportunities across various products and markets.
- Stay updated on relevant market dynamics, competitor activities, and regulatory changes in the tender process.
- Evaluate tender results, tracking success and identifying opportunities for continuous improvement.

Main Benefits

-  Bonus
-  Homeoffice
-  Flexible working hours
-  Laptop
-  Initial and continuing education
-  Canteen
-  Employee events
-  Company doctor
-  Parking spot
-  Healthmeasures

Your Contact

Your Qualifications and Experience

- University degree in business, natural sciences, pharmacy or a related field
- Minimum 6 years' experience in pharmaceutical industry, with a focus in tender management
- Strong knowledge of the pharmaceutical industry, the healthcare systems and tender processes
- European country experience is a must, good experience of the tender system in the Nordics is a plus as well as in the originator and generics segments
- Strong analytical skills with the ability to interpret complex tender requirements
- Self-motivating personality with willingness to learn, can-do attitude and hands-on approach
- High-level project management skills
- Ability to manage multiple tasks, prioritize and deliver to deadlines
- Good verbal, presentation, and written communication skills in English

Our Offer

- Open corporate culture with the opportunity to bring in your own ideas
- Great opportunities for personal and professional development
- Attractive work environment with excellent career opportunities and flat hierarchies
- Competitive salary package plus bonus and various benefits
- Gross monthly salary provided for this function is a minimum of EUR 4.500.- based on full-time employment. Any potential overpayment depends on professional experience and qualifications.

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



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Further information on our website:

aop-health.com