



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

## Key Account Manager HON, Italy (Emilia Romagna - Marche)

56122 Pisa | Full-time employee | Start: ab sofort |



***We are looking for a Key Account Manager who will build lasting relationships with customers and Key Opinion Leaders, drive key account plans to success, monitor business goals, and advocate for the value proposition of our HON product portfolio.***

### What Your Day To Day Will Look Like

- You proactively develop strong and long-term relationships with customers and Key Opinion Leaders
- You set up key account plans and are responsible for their successful and timely execution
- You continually analyze performance against plan to monitor development of business goals
- You keep up to date with competition and latest scientific information
- You promote and demonstrate the value proposition of the company's Hematology product portfolio
- You identify key clinical topics from KOLs and experts
- You support Product launch activities and develop/implement regional strategy and tactical plans
- You organize and participate in product and medical trainings for healthcare professionals at healthcare facilities, local professional societies and conferences
- You ensure compliance with all regulatory and compliance procedures
- You enjoy working in a high-performing environment with entrepreneurial flair and a real passion for improving the lives of patients

### Your Qualifications And Experience

### Main Benefits

- ★ Bonus
- 🏠 Homeoffice
- 📱 Company Smartphone
- 🕒 Flexible time
- 💻 Laptop
- 👥 Employee events

### Your Contact



**Kenny Trappi**  
Talent Acquisition Manager

- University degree in business, pharmacy or natural science
- Medical Representative examination
- Proven success in a pharmaceutical sales position and experience of promoting high cost pharmaceuticals
- Excellent presentation, communication and influencing skills
- Target driven, resilient and enthusiastic salesperson
- Experienced in working collaboratively with Key Opinion Leaders
- Willingness to travel extensively
- Fluent in English and Italian
- Experienced Office 365 User

*Further information on our  
website:  
[aop-health.com](http://aop-health.com)*

### **Our offer**

- Join a high-performing team within an open, collaborative corporate culture that encourages initiative and the contribution of new ideas.
- Benefit from a structured onboarding process and ongoing training opportunities to support your professional development.
- Enjoy a bonus scheme and comprehensive benefits
- Access continuous personal and professional development opportunities within an international environment.

*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*