



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:

Country Manager Italy

56122 Pisa | Full-time employee | Start: as of now |



We are looking for an Italy Country Manager to lead and further develop AOP Health's business in Italy. This role holds full accountability for country performance, portfolio growth, and the effective execution of the local strategy, ensuring sustainable results in alignment with regional and global objectives

What Your Day To Day Will Look Like

- Lead and manage AOP Health's Italian organization, with full accountability for country performance.
- Prepare, deliver, and monitor annual budgets, forecasts, and business plans for Italy.
- Drive successful Go-To-Market strategies for new product launches and lifecycle management of the existing portfolio.
- Maximize the potential of the current product portfolio through effective commercial and cross-functional execution.
- Work closely with International Therapeutic Areas and Market Access to define and implement pricing and market access strategies, including negotiations.
- Monitor market trends, competitive landscape, and healthcare system developments in Italy.
- Build and maintain strong internal and external networks, including HQ functions and key external stakeholders (KOLs, physicians, institutions and authorities).
- Oversee forecasting, demand planning, and monthly reporting to ensure accuracy and transparency.
- Ensure full compliance with AOP Health SOPs, policies, and local regulations.
- Act as General Manager for Italy where legally required and foster a strong, values-driven leadership culture.

Your Qualifications And Experience

- University degree required; scientific or pharmaceutical background preferred.
- Solid experience in pharmaceutical or healthcare commercial leadership roles, ideally with country-level responsibility.
- Proven ability to deliver budgeted results and manage business performance.
- Strong experience in product launches, market access, and stakeholder management in Italy.

- Demonstrated leadership and communication skills, with a hands-on and entrepreneurial mindset.
- High integrity, strong compliance awareness, and alignment with AOP Health values.

Our offer

- An opportunity to lead, develop, and grow the Italian commercial organization.
- A collaborative and entrepreneurial culture that values innovation, accountability, and growth.
- Competitive compensation package and bonus scheme, additional benefits and employee events.
- Opportunities for personal and professional development 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

Main Benefits



Bonus



Homeoffice



Company car



Employee mobile phone



Flexible working hours



Laptop



Initial and continuing education



Employee events

Your Contact



Angelika Drabek
Manager Talent Acquisition

Further information on our website:

