



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:

Key Account Manager Intensive Care (Vienna, Lower Austria)

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



We are looking for a Key Account Manager who will develop and implement integrated account plans with all relevant key stakeholders to maximize brand performance especially for the territory Vienna and Lower Austria.

What Your Day To Day Will Look Like

- Proactively develop strong and long-term relationships with customers and Key Opinion Leaders (KOLs)
- Create and execute key account plans, ensuring timely and successful implementation
- Continually analyze business performance against targets and adjust strategies as needed
- Stay up to date with competitors and latest scientific developments
- Promote and demonstrate the value proposition of the company's Intensive Care product portfolio
- Identify key clinical topics from KOLs and experts
- Support Product launch activities and develop/implement regional strategy and tactical plans
- Organize and participate in product and medical training for healthcare professionals at healthcare facilities, local professional societies, conferences
- Ensure adherence to all regulatory and compliance procedures

Your Qualifications And Experience

- University degree in Business, Pharmacy, Medicine, or Natural Sciences
- For Business graduates: successful completion of the Medical Representative Examination (Pharmareferentenprüfung)
- Demonstrated success in pharmaceutical sales, ideally with high-cost specialty medicines
- Experience in the cardiovascular field, hospitals, or emergency/intensive care units is preferred
- Proven ability to build and maintain relationships with Key Opinion Leaders
- Strong entrepreneurial mindset, with a high level of resilience and target orientation
- Excellent presentation, communication and influencing skills
- Willingness to travel extensively across Austria

- Fluency in German and English, both written and spoken
- Proficient user of Microsoft Office 365

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 annual salary provided for this function is a minimum of EUR 45.080,- based on full-time employment (38,5h/week). Any potential overpayment depends on professional experience and qualifications.

By submitting your application, you accept [AOP's Data & Privacy Policy](#).

Main Benefits



Bonus



Homeoffice



Company car



Employee mobile phone



Flexible working hours



Laptop



Initial and continuing education



Canteen



Good transport connection



Employee events



Meal allowance



Company doctor



Parking spot



Healthmeasures



Employee discount

Your Contact



Kenny Trappl

Talent Acquisition Manager

Further information on our website:

aop-health.com