

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:

## Business Unit Director Italy

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



### What Your Day To Day Will Look Like

- Development of short- and long-term commercial plans, including budgeting and forecasting
- Analysis of business performance, including profitability, revenue, pricing, and cost of goods sold
- Management of budgets, expenses, pricing, and commercial arrangements in alignment with the Country Manager
- Leading role in advising on pricing strategies for commercial contracts
- Support of the Sales and Marketing departments through analysis of commercial opportunities
- Preparation of financial and commercial models to assess the future profitability of identified opportunities
- Leadership and supervision of the Sales Force and Marketing team
- Proactive involvement in resolving commercial issues as they arise
- Ensuring compliance with the provisions of the Law on Medicinal Products
- Member of the Chief Executive Team of AOP Orphan Pharmaceuticals Italy S.r.l.

### Your Qualifications and Experience

- University degree in Business, Economics, or Life Sciences; MBA preferred
- 10+ years of senior commercial leadership experience in pharmaceuticals/biotech with P&L responsibility
- Proven expertise in commercial planning, budgeting, forecasting, pricing, and contract negotiation

### Main Benefits

-  Bonus
-  Homeoffice
-  Employee mobile phone
-  Flexible working hours
-  Laptop
-  Initial and continuing education
-  Employee events

### Your Contact



- Strong leadership experience managing Sales Force and Marketing teams
- Solid knowledge of the Italian pharmaceutical market, including AIFA processes, tendering, and compliance requirements
- Excellent analytical, financial, and communication skills; fluent in Italian and English

### Our Offer

- An open corporate culture with the opportunity to contribute your own ideas
- Structured onboarding and training opportunities to support your professional growth.
- Home Office Flexibility
- Flexible working times
- Company car
- Being part of a successful team who drives the business forward
- Competitive 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*

**Kenny Trappi**  
Talent Acquisition Manager

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