



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 (Sicily, Calabria)

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 and monitor business goals.

What Your Day To Day Will Look Like

- You are responsible for sales targets in your area
- You proactively develop strong and long-term relationships with customers and Key Opinion Leaders
- You are in charge to manage relationships with Pharmacy and Procurement departments
- 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 Intensive Care 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

Main Benefits



Bonus



Homeoffice



Firmenwagen



Company Smartphone



Flexible time



Laptop



Employee events

Your Contact



Kenny Trappl

Your Qualifications And Experience

- Degree in Pharmacy, Chemistry, Pharmaceutical Technologies, Biological Sciences, Biology, Biotechnology
- Medical Representative examination
- Proven success in a pharmaceutical sales
- Experience in Critical Care area is a plus
- 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 Italian and solid English
- Experienced Office 365 User

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.

Please use an English version of your CV when applying.

In accordance with Article 13 of Regulation (EU) 2016/679 (GDPR), please refer to the full privacy notice regarding the processing of personal data available at the following link: [Privacy notice for candidates](#)

Talent Acquisition Manager

Further information on our website:
aop-health.com