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

Key Account Manager, Gulf Region

Dubai | Full-time employee | Start: as of now |



We are looking for a Key Account Manager to drive sustainable business growth, strengthen strategic customer partnerships, and support patient access across the Gulf Region. You will translate regional strategy into impactful account plans, develop strong relationships with key healthcare stakeholders, and work cross-functionally to maximize the performance of our portfolio.

What Your Day To Day Will Look Like

- Develop and execute strategic account plans for assigned healthcare institutions, customers, and territories.
- Deliver agreed sales, business growth, and market development objectives across the assigned portfolio.
- Build and maintain strong relationships with healthcare professionals, hospital management, procurement teams, payers, government stakeholders, and other relevant decision-makers.
- Identify customer needs, business opportunities, access barriers, and growth drivers and translate them into effective account actions.
- Support product launches as well as formulary inclusion, patient access, pricing, reimbursement, and tender activities.
- Monitor account performance, market developments, customer insights, and competitor activities to support informed commercial decisions.
- Prepare sales forecasts, account plans, and business updates and maintain accurate customer information in the CRM system.
- Collaborate closely with Medical Affairs, Market Access, Marketing, Regulatory Affairs, Finance, Supply Chain, Quality, and Pharmacovigilance.
- Ensure all activities are conducted in accordance with AOP Health policies, applicable laws, industry codes, and compliance requirements.

Your Qualifications And Experience

- Bachelor’s degree in Pharmacy, Life Sciences, Medicine, Business Administration, or a related field.
- 3–5 years of relevant experience in pharmaceutical sales, key account management, hospital sales, specialty

care, or a comparable commercial role.
- Practical experience in and strong understanding of the UAE healthcare and institutional market, including tenders and market access.
- Strong skills in key account planning, stakeholder management, negotiation, and business development.
- Commercial and analytical mindset with the ability to translate market and sales data into actionable priorities.
- Experience in specialty or orphan medicines and/or GCC or Middle East markets is an advantage.
- Fluent English; Arabic is a strong advantage.
- Willingness to travel within the assigned territory and across the region as required.

Our offer

- A position with personal responsibility and room for initiative
- A collaborative and entrepreneurial culture that values innovation, accountability, and growth.
- Opportunities for personal and professional development
- Attractive working environment with flat hierarchies
- Competitive compensation package and benefits

By submitting your application, you accept AOP's Data & Privacy Policy.

Main Benefits

Bonus

Company car

Employee mobile phone

Flexible working hours

Laptop

Initial and continuing education

Employee events

Meal allowance

Parking spot

Healthmeasures

Your Contact



Angelika Drabek
Manager Talent Acquisition

Further information on our website:
aop-health.com