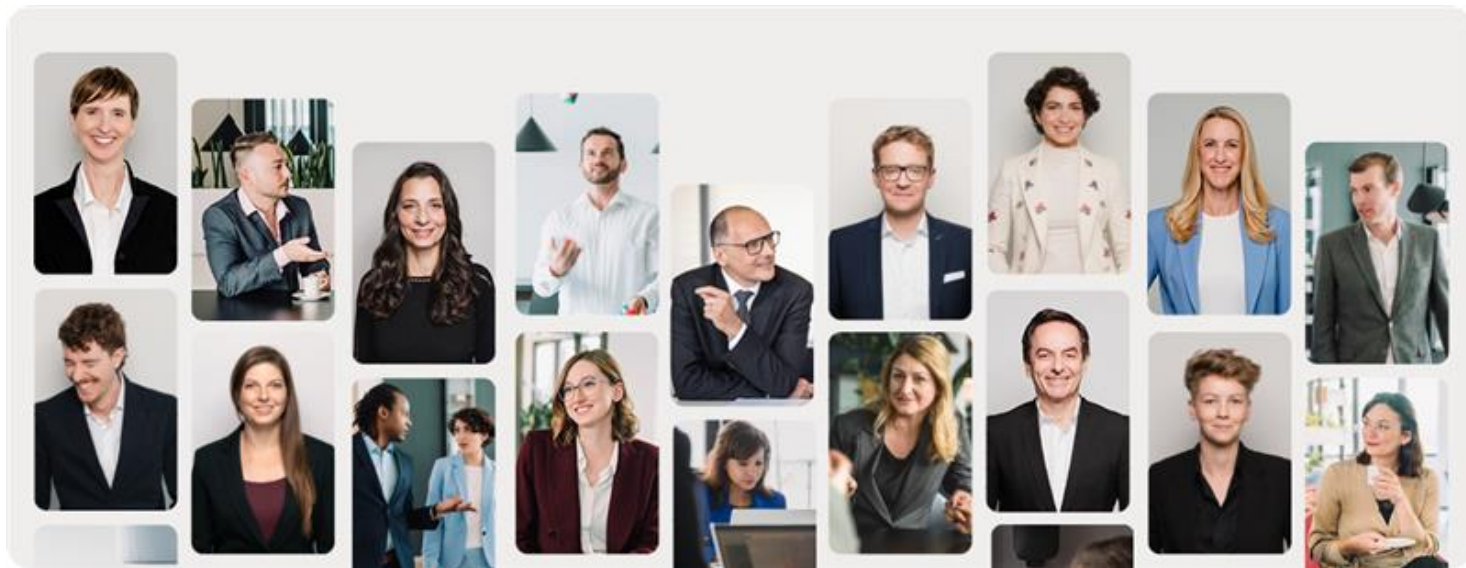


AOP Health is the European pioneer for integrated therapies for rare diseases and in critical care. To enhance our team in Vienna we are looking for a:

## Key Account Manager Intensive Care (South-East Austria) (f/m/d)

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



*In this position you will develop and implement integrated account plans with all relevant key stakeholders to maximize brand performance in your assigned territory.*

### 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)

### Main Benefits

- ★ Bonus
- 🚗 Company car
- 🎓 Initial and continuing education
- 👥 Employee events
- 🩺 Company doctor
- ❤️ Healthmeasures

### Your Contact



**Julia Friedl**  
Talent Acquisition Manager

- 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

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

### **Our Offer**

- An open corporate culture with the opportunity to contribute your own ideas
- Structured onboarding and support through a buddy system.
- Being part of a successful team who drives the business forward
- Competitive bonus scheme, company car, additional benefits and employee events.
- Gross annual salary provided for this function is a minimum of EUR 75,000.- based on full-time employment (38.5h/week). Any potential overpayment depends on professional experience and qualifications.

*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*