



Trusted Partner

Licensing & Key Account Manager (m/f/d) Finished Dosage Forms

We at AET are driven by our mission to make pharmaceutical products of the highest quality affordable for everybody. Among our 550 employees some of the brightest talents in the industry develop, register, produce and market the latest generics.

We are a family-owned business and believe in entrepreneurship and flat hierarchies. That enables us to act quickly on the needs of our global clients as well as to changing market conditions.

With well over 50 years of experience we are a pioneer and leading company in the generics industry. We have a track record of changing industry standards and continuously entering new markets to fuel our growth.

Your expertise and commitment can make a difference to patients all over the world. Join us at our global headquarters in Hamburg (fulltime) as Licensing & Key Account Manager (m/f/d).

YOUR RESPONSIBILITIES

- Out-licensing of finished dosage forms (generics) to international B2B clients
- Manage existing and identify new clients, map them and define a sales growth strategy
- Establishment of long-term customer relationships and further development of existing business by identifying cross- and upselling potential
- Negotiate and close licensing and supply agreements including conduction of contract agreements
- Monitor business performance and take corrective actions to achieve key objectives
- Independent market analysis and determination of market potential as well as evaluation of distribution channels and product portfolio Interface to the areas of supply chain and customer operations as an impulse generator for cost, product and service optimization
- Regular business updates to senior management

YOUR SKILLS & QUALIFICATIONS

- Degree on business studies or life science, MBA beneficial
- Minimum 5 years strong licensing and sales experience of pharmaceutical finished dosage forms with proven track record. Innovative pharma and similar industries can be considered
- Strong business acumen and entrepreneurial mindset
- Hungry to build a portfolio and generate long term sales
- Creative and strong negotiation skills to reach objectives
- Excellent analytical and strategic skills
- Willingness to travel (around 40%)
- Proficient in English; German and other languages are an advantage

LOOK FORWARD TO

- working for an internationally established company in the pharmaceutical industry.
- our modern offices in the buzzing heart of Hamburg right at the Elbe river.
- the opportunity to implement your own ideas in solving challenging tasks.
- flexible working hours.

Send your CV and cover letter including your salary expectation and availability to our HR department (jobs@aet.eu). We look forward to hearing from you!

Check out our website www.aet.eu for more information!