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Country Manager Austria (all genders) - Ophthalmology

Are you open to taking on a new generalist role with wide-ranging responsibilities and significant room for shaping and driving growth in a dynamic, expanding environment?

Our client is an **innovative European pharmaceutical company** searching for a **Country Manager / Managing Director Austria** to lead its local subsidiary based in **Vienna**. In this key leadership role, the successful candidate will represent the Group in Austria and drive the strategic, operational and commercial development of the affiliate.

Ansprechperson



**Sandra
Zach-Rabl**

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Key Responsibilities of the role:

- Act as the local representative of the Group with full responsibility for the Austrian affiliate's performance and strategic development
- Managing the local team
- Drive the local annual commercial strategy for all products (pharmaceuticals, medical devices and OTC products) to ensure strong market positioning and sustainable results, as well as the 5-year plan aligned with the Group's commercial strategy
- Manage commercial relations with customers and commercial partners, maintain relationships with Key Opinion Leaders, the ophthalmology community and health authorities
- Lead, coordinate and supervise all local business activities including Regulatory Affairs, Market Access & Pricing, Marketing, Finance & Controlling, Quality, Supply Chain and Operations
- Planning and monitoring of budgeting, forecasting and performance processes, P&L preparation
- Represent the Group at congresses and professional events interacting with various stakeholders, serve as a strong ambassador for the Group, ensuring a successful local presence and alignment with corporate strategy





Your profile:

- Senior Professional with a proven track record in Country Management, Managing Director or Business Unit Director roles within the pharmaceutical industry
- Qualification as designated Trade Law Managing Director for Pharmaceuticals/Medicinals and Medical Devices
- Experiences with commercial, Market Access and Launch processes are mandatory
- Knowledge of Ophthalmology would be a strong advantage
- Demonstrated leadership skills and strategic thinking
- Hands-on mentality and adaptable mindset
- Strong ability to represent the Group with a high level of professionalism at a senior level and excellent stakeholder-management capabilities
- High degree of accountability, resilience and business acumen
- Business-fluent in English and German

Benefits of this role:

- An innovative, market-leading company within its segment
- A varied and impactful role covering a broad spectrum of responsibilities
- High degree of autonomy and the opportunity to actively shape the country strategy
- Excellent office location in Vienna with good public transport access and parking options
- An attractive gross annual salary starting from EUR 130.000,- depending on qualifications and experiences plus annual bonus and company car

Leistungen

-  Weiterbildungs- u. entwicklungsmöglichkeiten / Coaching
-  Gute öffentliche Verkehrsanbindung
-  Flexible Arbeitszeiten / Gleitzeit
-  Firmenwagen und/oder Firmenparkplatz

Jährliche Gehaltsspanne

Mindestgehalt: € 130.000

mögliche Überzahlung: € 130.000

Kontakt

Für weitere Fragen zum Bewerbungsprozess wenden Sie sich bitte an:



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