

(1125)

📍 Standort: Penzberg 📄 Anstellungsart(en): Vollzeit 📄 Gehaltsspektrum: 110000 - 115500 Euro pro Jahr

We at Franz & Wach put people to work - because that is our passion. Professionally and with heart and soul, we advise you in your search for the right job.

We provide you with personal and flexible support for your project.

Let us be successful together.

Your advantages:

- Best salary, because we get the maximum out of it for you
- Contact at eye level - you are important to us! Your satisfaction is important to us
- We respond to your wishes and plan your future together. The focus is always on your takeover

Your tasks:

- Drive business results and customer value:
- Acts as a facilitator and integrator across all stakeholders in order to ensure that products are developed and commercially available in scope, time and budget.
- Plans and contributes to the International Business Team meetings (IBT).
- Accountable for the identification of new market opportunities based on market, customer and competitive data analysis. Leads, manages and monitors product-specific competitor activities and development of actions to address them.
- Gathers, refines, analyses and prioritizes product requirements from existing and potential customers across all markets and identifies portfolio gaps.
- E2E responsibility & accountability of the systematic commercial development of product(s) from development, launch preparation, launch execution, on-market support to obsolescence.
- Provides on-market product support and guidance to the affiliates.
- Oversees marketing strategy and clear positioning, messaging as a SME.
- Supervises the implementation of the global marketing strategy through the affiliates.
- Enable the organization's New Ways of Working
- Act as role-model for Agile Leadership behaviors, as well as for our culture, mindset & behaviors as defined in We@RocheDiagnostics.
- Model behaviors to support the organization's transformation to new, more Agile Ways of Working – e.g. new decision making/governance practices, collaboration, etc..

Your qualification:

- You have completed your studies in the natural sciences (e.g., biotechnology) or economics and ideally have also completed a related doctorate.
- 5+ years Industry Expertise: Experience in the pharmaceutical industry, with a deep understanding of pharmaceutical development and manufacturing procedures and requirements, as well as demonstrated commercial capabilities.
- Subject Matter Expertise: Scientific background and experience in the field of Gene- and Cell-Therapy development and manufacturing is an asset.
- Business Acumen: Strong business and financial acumen with an enterprise mindset, evidenced by successful leadership of strategic initiatives.
- Leadership and Development: Proven ability to inspire and motivate colleagues, lead by example, and foster a culture of continuous improvement and people development.
- Communication Skills: Exceptional communication, conflict resolution, and interpersonal skills, with the ability to build strong relationships with customers and stakeholders.
- Adaptability and Collaboration: Demonstrated ability to manage and lead change, build

collaborative relationships, and promote greater organizational collaboration by breaking down silos

- PhD optional

* Franz & Wach is a signatory of the Diversity Charter. This job advertisement is basically addressed to people of any gender or age, any origin, orientation or identity!

[Impressum](#)