

Business Development Manager

Uchádzača overíme na vašu žiadosť

Očakávaná mzda: **3 000 €**

Cena: **3 600 € bez DPH**

Preferovaná pracovná pozícia

Marketingový manažér

Obchodný riaditeľ

New Business Development

Preferovaná lokalita

Bratislavský kraj

Jazyky

Slovensky - Expert (C2)

Česky - Pokročilý (C1)

Anglicky - Stredne pokročilý (B2)

Nemecky - Začiatočník (A2)

Rusky - Začiatočník (A2)

Pracovné skúsenosti / Work experiences

01/2019 – 05/2020

Business Development Manager (external consultant)

Zameranie spoločnosti:

Wholesale of pharmaceutical goods

- » searching for new biz opportunities within EU & Worldwide in the area of OTC, Rx, Cosmetics, Sport Supplements, Homeopathie
- » wholesales Export/Import, searching for new partnerships-distributors, preparing business offers, establishing cooperation with new distributors (OTC, Pharma & Medical Devices Industry)

02/2017 – 01/2019

Business Unit Manager - Sales Manager

Zameranie spoločnosti:

Specialized brokerage of trade in other specific goods

- » Sales / Marketing / Business Development responsibility for medical devices
- » cooperation with distributors, forecasting, trainings, setting up sales targets, regular reviews, searching for new biz opportunities
- » managing Sales & Marketing within existing accounts (hospitals)
- » securing appropriate market access conditions/regulatory; Tenders follow ups and contract preparation
- » delivering continuous medical education
- » Direct supervision of 5 Sales reps; Annual Sales budget responsibility of 7mil.

06/2016 – 01/2017

Senior Product Manager

Zameranie spoločnosti:

Wholesale of pharmaceutical goods

- » marketing responsibility for no. 1 Cardiovascular drug on the market
- » local Marketing Strategy preparation and execution, KOLs engagement
- » crossfunctional cooperation, collaboration and functional supervision of 11 sales representatives
- » cooperation with distributors; Annual Sales budget responsibility of 12mil.

01/2015 – 03/2016

Sales & Marketing Head

Zameranie spoločnosti:

Wholesale of pharmaceutical goods

- » general management of 1 Business Franchise – Dermatology & Immunology (Company Board Member)
- » whole P&L, A&P responsibility (launching speciality Rx products in dermatology & immunology)
- » Direct Management of 4 KAMs, 1 PMs & assistant; cooperation with distributors on product supplies management

06/2014 – 12/2014

Managing Partner (Entrepreneur – project with MBA class mate)

Zameranie spoločnosti:

Other monetary intermediation

- » participation at the new project with MBA class mate, start up project in Slovakia, minor investor
- » set up of 3 independent business companies and its back office operations

09/2012 – 02/2014

Senior Product Manager

Zameranie spoločnosti:

Wholesale of pharmaceutical goods

- » marketing responsibility of speciality Rx products - annual turnover of 12 mil.
- » new products launches & Introduction to the market
- » marketing supervision of 4 Key Account Managers; Cooperation with distributors on product supplies management

04/2009 – 08/2012

Product Manager & Sales Manager

Zameranie spoločnosti:

Wholesale of pharmaceutical goods

- » marketing & Sales responsibility for speciality RX products with total annual turnover of 4 mil.
- » new products launches & introduction to the market
- » supervision of 4 Key Account Managers, coaching, sales planning, motivation schemes development

» cooperation with distributors on product supplies management

Vzdelanie / Education

04/2013 – 05/2014

MBA (Master of Business Administration)

Executive – International Management

09/1995 – 05/2000

Society and Ethics Faculty of Physical Education and Sports

Secondary level Pedagogy – Physical Education and Sports