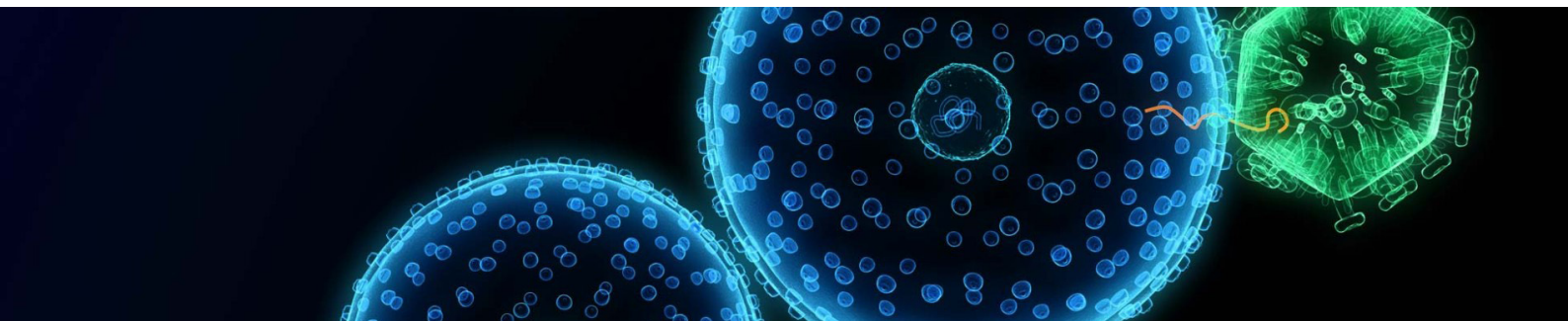




# AURIGAVISION

EXECUTIVE SEARCH  
RECRUITMENT  
CONTRACTING

PHARMA  
BIOTECH  
HEALTHCARE



For our customer, the Swiss arm of a global pharmaceutical leader, committed to advancing global health and wellness, we seek driven, team-oriented individuals ready to make an impact:

## Strategic Account Manager– Neuroscience F/E

### Contract-to-Hire - Western Part of Switzerland

In this role you will maximize the efficacy and patient outcomes associated with our client's neuroscience portfolio in specific territories and accounts. This includes developing strategic relationships, advancing business goals, and executing strategies to maintain the highest level of patient care.

#### Ihre Hauptaufgaben

- **Enhance Product Utilization:** Drive the maximization of our client's product and service utilization in designated territories, significantly improving patient outcomes.
- **Cultivate Strategic Relationships:** Develop and sustain long-term partnerships with key account stakeholders, ensuring mutual growth and adherence to compliance and legal standards.
- **Business Objectives Achievement:** Take charge of reaching business goals efficiently within set budgets.
- **Patient Journey Advocacy:** Implement supportive programs for patients, working in tandem with healthcare systems to elevate disease treatment and patient experiences.
- **Project Leadership:** Spearhead initiatives aimed at enhancing support for customers, leading to improved treatment outcomes.
- **Insightful Market Analysis:** Perform thorough market surveillance, providing valuable insights into customer behavior and industry trends to internal teams.
- **Brand Ambassadorship:** Represent the company as a leading partner in the specialty area, strengthening our client's competitive position and brand reputation.
- **Account Management Excellence:** Oversee the development and execution of comprehensive account plans, ensuring clarity and alignment of objectives and KPIs.
- **Stakeholder Engagement:** Forge deep relationships with external stakeholders, identifying needs and collaborating on mutually beneficial solutions.
- **Operational Efficiency and Adaptation:** Manage accounts with a strategic focus, analyze success, and adapt strategies to meet financial targets and explore new business opportunities.

#### Ihr Profil

- **Minimum of 5 years' experience** in a similar role (preferably within the healthcare sector).

- Strategic thinking capability, balancing immediate objectives against long-term goals.
- Strong collaboration skills, with experience in building productive organizational relationships.
- A **results-oriented** and **driven** approach, focused on accountability and surpassing goals.
- Effective communication skills, capable of influencing and engaging various stakeholders.
- Customer and patient-focused, committed to delivering high-quality service and products.
- Experience in **project** and **account management** within the healthcare sector is advantageous.
- Knowledge of the Swiss healthcare system.
- **Fluency in French and English** are mandatory.

**Marjana Milenkovic** freut sich über Ihre Bewerbungsunterlagen:

Referenznummer: 2372

per E-Mail an [jobs@aurigavision.com](mailto:jobs@aurigavision.com) oder über [www.aurigavision-stellenmarkt.ch](http://www.aurigavision-stellenmarkt.ch).

Wir sichern Ihnen absolute Diskretion zu und stehen für telefonische Auskunft gerne zur Verfügung.

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