# Job Title: Key Account Manager – OTC & Pharmaceuticals, Basel.

Provectis Healthcare AG is a Swiss Pharmaceutical Companyhead quartered in Basel, Switzerland with presence in Europe, Asia and Middle East. At Provectis Healthcare AG we are dedicated to improving the health and well-being of all people and specifically Oncology patients with our innovative portfolio across various categories, such as Dermaceuticals, Nutraceuticals, Pharmaceuticals and Aesthetic Injectables. It is our passion that transforms every job into meaningful action. Our team is growing and for this we need bright minds with creativity and flexibility.

# Job Description:

The Key Account Manager for Switzerland will lead the introduction and market positioning of new OTC & Pharmaceuticals across multiple categories, including Derma, Nutra, Pharmaceuticals and Aesthetic Injectables. This role involves developing and executing tailored launch strategies, managing relationships with key accounts, and ensuring successful product adoption. The ideal candidate will have extensive experience in these diverse sectors, strong strategic and client management skills, and the ability to collaborate effectively across internal and external teams.

# Key Responsibilities:

* Create and implement detailed launch plans for each product category, including Derma, Nutra, Pharmaceuticals and Aesthetic Injectables, addressing the unique needs and dynamics of each market.
* Perform in-depth market analysis to identify trends, opportunities, and competitive landscape for each product category.
* Establish and strengthen relationships with key accounts across various sectors, such as dermatology clinics, distributors and pharmacy wholesalers, pharmaceutical channels, and major hospital buying groups.
* Tailor solutions and support to meet the specific needs of each key account, leveraging your expertise in the different product categories.
* Work closely with internal teams including marketing, product development, regulatory affairs, and sales.
* Formulate and execute sales strategies for each product category to achieve product KPI’s and drive market penetration.
* Oversee the distribution process to ensure timely product availability, address logistical challenges, and optimize inventory levels.
* Conduct training sessions for key accounts and their staff on the features, benefits, and selling points of products in each category.
* Create and distribute category-specific sales tools and educational materials to support key accounts in product promotion.
* Monitor key performance indicators (KPIs) and sales targets for each product category, analyzing performance data to inform strategies.
* Generate comprehensive reports on launch progress, sales performance, and market feedback, and present findings to stakeholders.
* Ensure high levels of client satisfaction by addressing concerns and providing ongoing support.
* Proactively coordinate collaboration with medical and market access (and other internal stakeholders) to ensure alignment in objectives and activities with accounts and external stakeholders.

# Qualifications:

* Bachelor’s degree Marketing or Life Science (preferably)
* Minimum of 5 years of industry experience with at least 3 years within a hospital and/or specialty care environment
* Experience in managing customer relationships across the full spectrum of customer types in healthcare industry.
* Knowledge in National Healthcare system and the local and therapy specific policies that impact decision making
* Therapy and Product area knowledge
* Account management and digital engagement experience desirable.
* Fluent in German, and English, Italian and French advantage.

# Skills:

* Customer & Patient Centricity Focuses on customer satisfaction and delivers a quality service or product to the agreed standards; understands the unmet needs of the patients
* Balances long-term vision with short-term goals, leveraging strong analytical skills to turn complex data into actionable strategies while holding self and others accountable for delivering impactful results.
* Builds productive relationships across the organization, motivating and influencing others to align on objectives, and ensuring messages resonate to deliver superior pharmaceutical products that meet customer and patient needs.
* Balances long-term vision with short-term goals, translating complex data into actionable strategies for dynamic markets.
* Successfully manages diverse product launches across multiple categories, effectively navigating complex market dynamics.
* Holds self and others accountable for meeting objectives, with a strong focus on delivering impactful outcomes.
* Demonstrates excellent interpersonal skills, influencing and motivating others with clear, meaningful communication.
* Builds strong partnerships across the organization and with key accounts to achieve shared goals.
* Prioritizes customer satisfaction and patient needs, delivering high-quality products that address unmet demands.

**Location:**

Basel, Switzerland

**Company:**

Provectis Healthcare AG

**Job Type:**

Full Time

Interested candidates please drop in your CV and cover letter to the below mentioned email address

[mrunalini.mandava@provectis.ch](about:blank)