

# Turkey Jobs Expertini®

## Key Account Manager - Export and CMO

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Company: Michael Page

Location: İstanbul

Category: other-general

Eklendi 21/12/2023

A Global Company in Healthcare Sector

Great Opportunity for Export Sales Professionals

### Müşterimiz Hakkında

Our client is one of the leading Global Biopharmaceutical companies.

For their future development plans, we are looking for a:

Key Account Manager - Export and CMO

### İş Tanımı

Identify and target new international markets for pharmaceutical product exports.

Develop and implement export strategies to penetrate new markets.

Manage the export sales process from lead generation to order fulfillment.

Negotiate export agreements, pricing, and terms with international clients.

Close deals, secure contracts, and achieve or exceed export sales targets.

Ensure compliance with international trade regulations and documentation.

Promote our contract manufacturing services to pharmaceutical companies locally and

globally.

Conduct in-depth assessments of market, identify candidates and propose contract manufacturing solutions to potential clients.

Manage negotiations for pricing and coordinate within the company.

Act as a liaison between clients and internal teams to ensure customer satisfaction.

Build and maintain strong relationships with pharmaceutical clients, contract manufacturers, and distributors.

Serve as the primary point of contact for clients and address their inquiries and concerns.

Continuously monitor client satisfaction and identify opportunities for upselling or cross-selling.

Stay abreast of global pharmaceutical industry trends, regulations, and market dynamics.

Analyze market data and competition to adapt sales strategies.

Prepare regular sales reports and forecasts for management review.

### **Aradığımız Profil**

Bachelor's degree in Pharmaceutical Sciences, Business, or a related field (preferred).

Proficiency in English language (written and spoken) is essential.

Extensive experience in B2B sales within the pharmaceutical industry, including export sales and contract manufacturing sales.

Strong knowledge of pharmaceutical regulations and quality standards.

Excellent negotiation, presentation, and communication skills.

Familiarity with international trade and export regulations.

Proven track record of meeting or exceeding sales targets.

Ability to travel internationally as required.

### **Teklif Edilenler**

Join a fast growing Healthcare Company.

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