



# No Steve – **JUST JOBS**

## BUD Pain (m/f/d)

For a client within the **pharma industry** focusing on **pain** we are looking for a **Business Unit Director Pain (m/f/d)** in **permanent employment**.

### Your responsibilities:

- Provide strategic & operational direction to the pain business unit
- Ensure plans are developed, implemented and monitored in conjunction with relevant cross functional teams and aligned with the global strategy
- Accountable for delivering local Commercial P&L goals and other performance objectives & financial KPIs (e.g. product revenue and earnings targets) for the brand as agreed by Managing Director
- Develop and maintain excellent relationships with key customers / KOLs / Patient Advocacy Groups / and with third party suppliers such as legal and market access advisor
- Manage local business alliances to deliver on royalty revenue targets and maintain/grow effective collaboration. This will also be achieved through effective collaboration with the relevant corporate functions and International Commercial Operation Team
- Assess and recommend opportunities for local lifecycle management of the brands/BU to optimize brand growth and competitive edge
- As a key stakeholder, manage, motivate, and develop the Sales and Marketing team for the BU by setting clear objectives, effective coaching, evaluation and feedback on performance

### Your qualification:

- Degree in life science MSc or higher or equivalent education
- Experience in pharmaceutical (ethical) companies, with significant experience in a leadership position.
- Significant experience in designated therapeutic area “pain” strongly preferred
- Thorough understanding of commercial aspects of the business including brand management, sales planning and execution, market access, patient advocacy, regulatory environments and pricing

### Our offer:

- P&L management / budget management
- Identifying growth opportunities for a given product and driving an organization to capture value
- Effectively working with cross-functional teams

### Interested?

We are looking forward to receiving your application, incl. Starting date and your salary expectations per E-mail at: [jobs@fretwork.de](mailto:jobs@fretwork.de)

### FRETTWORK network GmbH

Vaalsler Str. 259 | Bürohaus westTor | 52074 Aachen | Germany | [www.fretwork.de](http://www.fretwork.de)

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network

### IHR ANSPRECHPARTNER



**Tom Lankes**  
Consultant

MAIL [jobs@fretwork.de](mailto:jobs@fretwork.de)  
TEL +49 (0)2 41/88 80 80 9-2



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