

About Bluefish Pharmaceuticals

Founded in Sweden, with its long tradition of industrial entrepreneurship, Bluefish Pharmaceuticals has become one of the most progressive generics pharmaceuticals companies. At Bluefish, we strive to make quality medicine accessible to more people.

Bluefish creates value in the full pharmaceutical value chain from developing to manufacturing and successfully marketing generic pharmaceuticals and we take pride in doing this in an innovative, responsible and cost-efficient way. Bluefish currently conducts operations in 19 countries in Europe and, over the next few years, will also expand outside Europe with the aim of becoming a global player.

Our corporate culture and close collaboration with development and manufacturing partners are integral parts of our effort to deliver quality products at affordable prices.

We offer a product portfolio consisting of a broad range of high-quality generics for all major therapeutic areas. It is part of our long-term strategy to expand the product portfolio of off-patent blockbusters while at the same time offering a broader range of niche products within more narrow disease areas.

Bluefish products all originate from a generic substance, where the efficacy and safety are well documented. Through our many collaborating partners, we have access to a vast range of technology platforms, enabling us to develop and enhance the intellectual property of our product portfolio.

Our strategy of developing products based on well-known substances with an improved value to patients results in a product portfolio with a significant market potential. We achieve this with a relatively short development time, low risk, and limited investment.

By focusing on innovation and simplicity in both thought and action, and by taking responsibility on all markets and cost efficiency in all stages, we are creating a strong and vibrant brand that offers quality pharmaceuticals at prices affordable to all.

Bluefish provides quality generic pharmaceuticals at affordable prices. Its product portfolio contains a wide range of products within all major therapeutic areas.

Since its inception, Bluefish has developed the platform and know-how to participate in and to be an integral part of all major steps of the value chain in the offering of generic pharmaceuticals. With the vision of offering quality pharmaceuticals at prices affordable to all, we have to be innovative and at the same time cost-efficient in all stages. This includes operational excellence in departments such as product development, quality assurance, pharmacovigilance, IP and supply chain as well as marketing and sales.

Profile Description

Bluefish is looking for profiles to fill the position of Commercial Lead in Austria. The position will report to Country Manager Austria. The role would be involved in the below mentioned areas:

Experience

1. 2+ years of experience in commercial
2. Can-do attitude and ability to adapt quickly; business is experiencing tremendous growth so previous operational experience in growth environment is substantially preferred.
3. Adapts and thrives in a demanding, start-up, fast-paced environment.
4. Superior communication and interpersonal skills (verbal, non-verbal, written), with the ability to build relationships at all levels, both internally and externally
5. Possesses a high level of critical thinking and is self-initiative
6. Operates with a high level of professionalism and integrity, including dealing with confidential information.

7. Organizational skills
8. Ability in problem-solving and negotiation
9. Experience in sales and providing solutions based on customer needs
10. Languages: German and English

Responsibility and authority

1. To translate the sales budget into specific sales plans for wholesalers, pharmacy chains, buying groups and independents.
2. To drive retail pharmacy sales achieving company objectives in the Austrian market.
3. To foster business relationships within the key account base to exploit business opportunities of mutual benefit.
4. To contribute to development of business plans and strategies consistent with bluefish corporate objectives.
5. To support production planning, forecasting, accounting and logistic operations
6. Developing and executing strategic account plans to drive growth and maximize revenue from key accounts
7. Conducting regular business reviews and performance analyses for key accounts, providing valuable insights and recommendations to enhance client partnerships
8. Identifying new business opportunities within existing accounts and strategizing to expand the company's footprint in the market

Tasks

- Customer acquisition
- Maintaining customer relationships
- Answering customer inquiries
- Increase customer satisfaction and build relationships
- Providing all information about product and service information
- Recording customer requirements with regard to products and services
- Responsibility for key account sales
- Cooperation with product development
- Presentation of new products and services
- Planning and execution of various commercial measures
- Industry knowledge and market analysis
- Development of new sales strategies
- Analyse and identify sales potential
- Discussion of customer needs and information and the associated documentation
- Monitor market trends, competitor activities, and regulatory changes that could impact the key accounts.
- Gather and analyse data on competitors' products and strategies to adjust approaches as needed.

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