



SEARCH SOLUTIONS

ITalent SA is a professional and highly ethical search firm that focuses on leadership and management positions as well as technical and specialist roles.

We are recruiting on behalf of our client, a major international group, an experienced and qualified:

Marketing Director EMEA (M/F)

The role will be a key member of the EMEA Marketing Team, working in close alignment with their peers to ensure coordination in pan-European efforts. He/she will play a key role in managing the relationships within the EMEA cross-functional brand team and must ensure collaboration and cooperation across all countries in scope.

Requirements

- Provide functional leadership to country marketing teams in implementing EMEA brand strategies;
- Overall responsibility for revenue and expenses related to sales of the brand(s) in scope;
- Drive the organization towards the achievement of ambitious business objectives in line with the company's Corporate Strategic Guidelines, and in close coordination with EMEA Leadership team;
- Leverage all possible synergies for the benefit of patients, HCPs (healthcare professionals) and other stakeholders;
- Lead the cross-functional development of the brand plan and execute the tactical plan to drive rapid adoption;
- Ensure full compliance with local laws, compliance with company policies and procedures and adherence to company values;
- Provide regular market/competitor analyses for relevant disease areas;
- Build solid relationships with key players (e.g. Key Opinion Leaders, health authorities, relevant academics, etc) striving to shape the environments favorably for the benefit of patients, physicians and the company;
- Set up processes that ensure the company receives relevant sales and market data and robust rolling forecasts in a timely fashion;
- Build and meet the financial plan and monthly forecasts for sales, operating income, and cash flow budget.

Candidate profile

- Degree in Life Sciences or Marketing, MBA is an additional asset;
- Minimum of ten years' pharmaceutical experience in marketing with specific experience in one or more of the five large markets in Europe;
- Experience in inflammatory diseases a plus;
- Sales and/or Sales Management experience;
- Brand/marketing management at regional level;
- Ability to build relationship with strong leaders throughout Europe - Strong ability to develop trust, relationships and partnership at senior academic levels;
- Experience of delivering results in a matrix organization and/or in a virtual environment;
- Experience of working for a global pharmaceutical company and a good understanding of the dynamics that prevail in such an environment;
- Credibility to represent the company with major stakeholders (e.g. payers, regulatory authorities, government, advocacy groups, national trade association and professional associations including KOL's);
- Entrepreneurial mind set and commercial acumen ;
- Customer focus and understanding of patient needs;
- Collaboration and effective communication skills ;
- Ability to absorb, retain and utilize scientific disease and treatment knowledge, deep understanding of European Healthcare Systems - Attention to detail and excellent analytical thinking;
- Ability to develop new approaches, strategies as well as implement seamlessly the tactical plan and develop programs to support the strategy;
- High level of energy and high motivation for achieving results. Ability to work independently and prioritize work to achieve results with minimal instruction. Personal drive and resilience. High personal flexibility due to frequent travel;
- Ability to work with individuals at all levels, and influence and manage a complex set of internal and external stakeholders;
- Full fluency in English and other European language a plus.

Please apply on our website: recrutement@i-talent.com together with your CV and motivation letter. Thank you.

Only applications via this e-mail will be considered for this recruitment. If you don't receive a reply to your application within 2 weeks, please consider that your file has not been shortlisted.