



Ewopharma AG, headquartered in Schaffhausen, is a Swiss pharmaceutical marketing company focused on Central Eastern Europe and Switzerland. We cover all aspects of market access and commercialisation of both prescription and over the counter (OTC) drugs as well as consumer healthcare products.

To grow our **OTC/Consumer Health** business and to complete our international team, we are looking for an innovative, resilient and independent sales and marketing personality with a hands-on mentality as

## **BUSINESS DEVELOPMENT SPECIALIST OTC/CHC**

### **Your main tasks:**

- Identification and in-licensing of new products/brands in line with the existing OTC/Consumer Health strategy
- Acquiring new customers and building customer relationships in B2B. Participation and appearance at trade fairs, podiums etc.
- Monitoring of international markets and trends, publications, studies for OTC and consumer healthcare products, competitor analysis, data collection, statistics and evaluations
- Responsible for building business cases with our local affiliates throughout the project phase through to handover, and to routine product management
- Cooperate with product management to prioritize and drive cooperation projects that do require capacity from in-house
- Responsible for creation of legally binding contracts and partner agreements/contracts
- All listed tasks and responsibilities are deemed as essential functions to this position; however, business conditions may require reasonable accommodations for additional tasks and responsibilities

### **Your profile:**

- Bachelor or Master's degree in marketing, economics or natural science, or equivalent education
- 3-5 years of experience in business development or key account management (OTC/Consumer Health or FMCG industry)
- Financial acumen and ability to translate data into insights
- Sound understanding of regulatory requirements of the entire marketing process
- Networking skills, ease to motivate people in matrix organization and used to working in a highly collaborative way and in an international environment (fluent in English and German)
- Ability to multi-task, effectively lead and coordinate project activities
- Self-motivated, structured, organization and performance-oriented personality with an entrepreneurial thinking, creativity and dynamism
- Willingness to travel
- Excellent skills in Microsoft-Excel

### **Your opportunities:**

You can expect a varied and demanding area of responsibility in a small, hardworking team. With your skills and experience, you can help shape the position and your scope of responsibility. With your willingness to perform, you will make a significant contribution to the company's success. We offer modern working conditions and social benefits, as well as a professional working atmosphere in an international environment.

Have we piqued your interest? Please send us your detailed application (CV, certificates, references, photo) to [HR@ewopharma.com](mailto:HR@ewopharma.com). For questions related to this position, please contact Anita Mattle, Director Marketing and Consumer Health Ewopharma Group, +41 52 633 09 86.