



## **WORTH TO KNOW ABOUT US:**

Founded in 1959 as a successor to Leclerc, the goal of Ewopharma from the outset has been to build bridges to the pharmaceutical markets of Central Eastern Europe. The Swiss based Ewopharma Group currently employs 374 people in 19 countries in a small and medium-sized enterprise structure. The Hungarian subsidiary has been present on the Hungarian market for more than 30 years, where Ewopharma contributes to the health of the individual and society by making its own products and the unique products of its international partners in the fields of pharmaceuticals, food supplements, medical devices and cosmetics.

## **WHAT CAN YOU EXPECT FROM US?**

A competent, loyal and enthusiastic workforce is our greatest asset. That's why we strive to support their professional development and provide them with a motivating and trusting working environment as a stable and secure place to work. Our result-oriented, friendly working environment is strengthened by respect, support, listening, providing honest feedback, praise, and thanks. At Ewopharma Hungary Kft. we have a strong team spirit, we love what we do, we value expertise, responsibility and long-term partnership based on a win-win approach. Openness, transparency, and entrepreneurship are part of our corporate culture. If these values are important to you, please check our vacancies and send us your CV!

## **KEY ACCOUNT MANAGER CONSUMER HEALTH CARE**

**Your responsibilities.**

### **WHAT WILL BE YOUR TASKS?**

- Represent Ewopharma and its premium brands towards partners by taking into consideration the Business Unit strategy
- Establish and improve relationships with selected customers, handle mid-year and annual negotiations in order to ensure the achievement of sales targets and KPIs
- Develop sales plans and project plans on partner level, follow-up and evaluate activities with a ROI approach, initiate change
- Develop activity plan on partner level based on former evaluation (where relevant) and negotiate the plan bearing in mind the brand and product family focuses, harmonized with the other marketing communication activities, in close cooperation with the Product Manager
- Proactive participation in forming the (sales and marketing) strategy of the business unit by providing relevant partner level feedbacks and recommendations
- P&L management (trade budget, discounts)
- Handle relevant contracts and other documents
- Perform day-to-day administrative tasks such as processing information files, reporting and other paperwork
- Close cooperation is needed with the Sales Specialist who supports the Key Account Manager in various fields based on the instructions of the BUM



## Your profile.

### WHO ARE WE LOOKING FOR?

- University degree in business and/or pharmaceuticals
- Relevant experience (3-5 years) in Key Account Manager position
- Advanced communication skills (also be able to communicate in English, both verbal and written)
- Strategic and innovative mindset with a business approach
- Strong analytical abilities, active use of Microsoft programs (especially Excel), prioritization based on size-of-prize and risk&opp
- Precise, assertive, result-oriented with a positive mindset
- Valid driving license (category B)
- Advantage:
  - Experience within the field of pharma/OTC or FMCG consumer health / beauty sector
  - Trade marketing experience

Within the renewed OTC team, we consider respect, trust, transparency, and multi-directional, open communication as our core values. We are looking for our Key Account Manager colleague who believes in „win-win” partner strategies created with analytical approach and innovative mindset, who shares his/her ideas with the team with an open-minded and recipient attitude. For our future teammate creating and using Excel tables and charts to analyze and to follow-up is not a problem, she/he sees it as a proactive way to find opportunities to improve our business unit.

The Key Account Manager will have the opportunity to implement his/her new ideas within a dynamic and supportive team, where our colleague can create value, and where professional challenges provide a great opportunity for development instead of using template solutions.

If you think we are a match we happily wait for your apply.

## Your opportunity.

### WHAT WE OFFER:

- Full time contract
- Motivational compensation package
- Other benefits: cafeteria, life, accident and health insurance
- Company car (with private use), laptop, mobile
- Supportive work environment
- Encouraging and friendly colleagues
- Opportunity for continuous development in a result and performance-oriented job
- Clear strategy in case of quarantine and limited possibilities of work





#### **THE SELECTION PROCESS:**

- Pre-screening of incoming applications by the Head of HR and Head of OTC
- Telephone screening/appointment with selected candidates by HR Manager
- Job interviews (Teams/personal – 2or 3 rounds)
- Job offer for the selected applicant

If you have any questions about the position, please contact our HR Manager, Borbála Pap at [b.pap@ewopharma.hu](mailto:b.pap@ewopharma.hu).

#### **ANYTHING ELSE THAT MAY BE IMPORTANT:**

- Ewopharma Hungary Kft. office address: 1021 Budapest, Budakeszi út 73/f
- Ideal starting date: immediately
- If we are interested in your CV, we will contact you within 3 weeks of receipt. If we do not contact you, your data will not be processed or stored in accordance with data protection rules and your CV will be destroyed after 3 weeks. To find out more about how we process your personal data, please read our Privacy Notice at <https://ewopharma.hu/>.

Please send your CV to Ewopharma Hungary Ltd, Borbála Pap, [b.pap@ewopharma.hu](mailto:b.pap@ewopharma.hu)!