



Ewopharma is a Swiss medical marketing organization that represents pharmaceutical and biotechnology partner companies for both prescription and over the counter drugs as well as consumer healthcare products as their commercialisation partner of choice in Central Eastern Europe (CEE) and Switzerland.

To complete our team based in CEE or Switzerland, we are looking for a dedicated

## **GROUP ALLIANCE MANAGER**

### **Key responsibilities:**

- Build and maintain strong relationships with internal and external stakeholders to manage strategic alliances and drive decision-making processes effectively
- Align interests between Ewopharma and its strategic partners and ensure overall compliance in assigned accounts
- Transact extensions and renewals of commercial agreements with partners together with Ewopharma's corporate legal department
- Support and manage cross-functional stakeholders to support the business of assigned strategic partners, including budget and portfolio management, legal, supply chain, etc.
- Develop and implement regional strategies for key pharmaceutical products and coordinate the launch across Ewopharma's region
- Proactively identify and address issues that may arise and resolve any ensuing conflicts, and facilitate operational effectiveness

### **Your profile:**

- BA / MA in natural sciences, economics or medicine, or equivalent education, MBA is an advantage
- At least 10 years' experience in the pharmaceutical industry, of which 5 years in alliance management or contract negotiation
- Broad experience in product management, marketing, sales, market access and business development
- Proven ability to negotiate and reach successful agreements combined with excellent problem-solving skills
- Enthusiastic, persuasive, and diplomatic personality with an entrepreneurial mindset
- Track record of successfully managing and influencing cross-functional projects at all levels in a matrix organization
- Strong practical, quantitative and analytical skills, drive, and a strong sense of responsibility
- Excellent communication skills in English (oral and in writing)

### **We offer:**

- Visibility and opportunity to contribute to the success of Ewopharma directly
- Diverse job assignment with international exposure
- Independent and empowered position
- Healthy working environment, diversity, inclusion, work-life balance
- Attractive remuneration
- Support from a small, dynamic team

Can you see yourself in this position? Please send us your detailed application (CV, certificates, references, photo) to [HR@ewopharma.com](mailto:HR@ewopharma.com) or submit your files online.

For questions regarding this position, please contact Antonio Mantarro +41 52 633 09 99.