

# Head of Sales Operations (f/m/d)



for our headquarters in Starnberg, Germany

The Aenova Group is one of the leading companies in the pharmaceutical and healthcare industry. With high quality standards, innovative technologies and a clear future orientation, Aenova has become Europe's market leader for the development and production of all common dosage forms and product groups in the business-to-business sector. The company which has its headquarters near Munich (Germany), operates 16 production sites and several sales offices in ten countries throughout the world. More than 4.300 employees contribute to the group's success.

## What can you expect?

- Responsibility for a team of sales support specialists
- Lead and coordinate the development of all quotations for new business and commercial opportunities e.g. evaluation of new development and business opportunities; manage feasibility and allocation of site capabilities; conduct cost calculations, etc.
- Maintain full overview of demand profile and funnel
- Lead sales reporting management and provide continuous transparency to management on the progress of sales and business development activities
- Drive continuous improvement process to optimize our commercial offer (e.g. RFQ lead time, site utilization transparency, new technology's etc.)
- Oversee, develop and implement necessary additional sales KPIs
- Serve as a key member of the sales negotiation team and work with senior management, business development, sales and site operations in the negotiation of pricing and commercial contracts
- Manage and optimize the process of annual price increases (e.g. material path through etc.) and, in cooperation with legal, the contract management process

## What should you bring?

- Bachelor or Master degree in Life Science, Engineering or similar
- More than 5 years of professional experience in CDMO Commercial Development, Sales and/or Business Development
- Significant knowledge and understanding of the healthcare industry
- Experience in working in large, complex organization where working across boundaries and leading through influence are critical to success
- Proven ability to establish credibility and influence executive-level stakeholders as well as the ability to distil complex issues to the critical facts and questions needed for an executive audience to make informed decisions
- High affinity for numbers and analytical thinking, high degree of self-initiative, structured working method, clear prioritization, confident appearance in dealing with internal and external contacts, clearly recognizable team and customer orientation
- Extensive knowledge of analysis tools, databases, CRM tools and the use of MS Office
- Proficient in English and German (written and spoken)

We offer a growth-oriented, dynamic and international environment, which offers challenging tasks across the sites as well as active participation opportunities.

If these tasks in a future-proof corporate group attract you, then we would like to get in touch with you.

Apply now

Aenova Holding GmbH,  
Human Resources, Berger Str. 8-10, 82319 Starnberg, Germany

## Members of the Aenova Group

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