

Our client is a biopharmaceutical company headquartered in Switzerland, specializing in products addressing clear medical needs. Their business model combines direct operations in key markets with strategic collaborations with alliance partners. Due to growing business demands, we are mandated to search for a

Head of Alliance Management (m/f/d)

Tasks / Main Responsibilities:

- Lead cross-functional processes for strategic relationships and partnerships.
- Liaise with key external stakeholders within the assigned geographic scope and partners to build professional, transparent, and trustful relationships.
- Contribute to and maximize the lifetime value of commercialized brands.
- Communicate and track contractual obligations across all functions related to distribution and license agreements, monitoring progress against all deliverables.
- Ensure high-quality delivery of medical and marketing training for partners.
- Identify and share best practices among alliance partners.
- Ensure compliance with all internal SOPs, guidelines, processes, and quality standards.

Experience / Skills / Personality / Education:

- BSc / MSc in Economics, Business Administration, or a Scientific degree in Natural Sciences; (E-)MBA or PhD is an advantage.
- Minimum of 10 years of experience in the Pharmaceutical / Biotech industry, including roles in commercial, marketing, and supply chain functions.
- Fluency in German and English.

What our client offers you:

- A position with a high visibility, exciting challenges, and the opportunity to shape the future of a dynamic, forward-thinking company with passion.
- Excellent development opportunities within a strong global organization.
- An attractive compensation package, incl. company pension scheme, and various appealing social benefits.

If you are interested in this exciting job opportunity, then please forward your application (CV, reference letters) per Email to Mr. Thomas Heeger. We will treat your application with strict confidentiality.