



Account Manager Oncology (m/f/d)

Full-time, Permanent employment, in Hennigsdorf

Do you have expertise in, and passion for Brand Management and Oncology?

Then InVivo Biotech Services might be the one for you!

InVivo BioTech Services GmbH is one of the leading contract manufacturers (CMO) of antibodies and proteins in Europe. For 25 years, we have been supplying customers around the world with high-quality raw materials for research, diagnostics and preclinical studies. Our extensive service portfolio includes the production of monoclonal antibodies from hybridoma lines, the production of recombinant antibodies and proteins in mammalian cells and bacterial expression systems, as well as the development of stable cell lines and immunoassays. Our company is ISO 9001 and ISO 13485 certified and has been part of Bruker Corporation since 2017.

What you'll do

As Account Manager Oncology you will drive the commercialization of assigned brands in Europe by developing and implementing the marketing strategy and operational marketing mix and tactics in order to achieve the brand ambition by delivering budgeted or above sales growth. In this role you will be strongly involved in launch and sale of the new products based on growth of our oncology portfolio.

Other responsibilities will include:

- Support the global product strategy, product development and commercialization of products in the Oncology portfolio.
- Collaborate on the execution of global marketing initiatives to grow our business including global product and portfolio strategy and roadmap; championing product development; formulating launch, marketing and sales strategies; and providing on-market support.
- Serve as product/market expert related to product positioning, claims, competitive information, product performance, etc.
- Provide direction on user needs and product requirements based on insights generated from market research, customer input, internal stakeholder feedback, etc.
- Participate in strategic planning initiatives such as portfolio management process and long- range strategic planning.
- Provide leadership and direction to R&D and support organizations throughout product development cycle (e.g., trade-off analysis across customer, financial and timeline impacts).
- Develop sales tools (literature, brochures, website, and all media), training materials, and field sales and customer communications to support the customer and address any product line issues.
- Ensure launch and post-launch success by providing support to global commercial organizations and on-market teams.

Essential for the role

- PhD Degree in Scientific Field or related.
- Previous oncology experience (2-5 years).
- Experience in sales, insight/market research & brand forecasting.
- Strong presentation & communication skills, strategic planning, critical thinking, decision-making capabilities, and analysis of market conditions.
- Languages: Fluent German and Advanced English (further languages are an advantage).
- Experience managing complex projects.
- Proven sales experience.
- Experience in launching new products on a market.
- Willing to travel and visit oncology conferences and scientists.

What we offer?

- A permanent position in a constantly growing biotechnology company.
- Flexible working hours
- Good transport connections (bus and train) and sufficient parking spaces directly in front of the building
- Very attractive salary

So, what's next?

Are you already imagining yourself joining our team? Good, because we can't wait to hear from you.

Please send us your complete application documents as a PDF file by e-mail and the earliest possible starting date to:

Dr. Moath Al-Mekhlafi

Head of Sales & Business Development

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