



EXTERNAL BRIEF

Job- and candidate profile

Medical Manager
Nordic



THE COMPANY

“ALL THE BEST”

STADA is a leading manufacturer of high-quality pharmaceuticals. With a long-standing heritage rooted in pharmacies, they have been perceived as a reliable and trustworthy partner for more than 120 years. With their products they help people protect and regain a dignified and able life and they ensure that everyday health remains affordable. To their employees, they offer an attractive working environment in which personal development is of great priority.

STADA's story begins: According to pharmacy historians, STADA's zero hour is March 14, 1895. Forward-looking pharmacists team up to economically produce joint preparations. This gives rise to joint preparations being produced in participating pharmacies for example, in Berlin, Dresden, Würzburg, Darmstadt and elsewhere, initially in very small circles. A pharmacist association is also founded in Dresden. This is where STADA has its roots. From these beginnings, similar organizations then begin to develop on a larger scale.

Worldwide, STADA Arzneimittel

STADA is a well renowned company founded in 1895. It sells its products in approximately 120 countries. Branded CHC products are among the top sellers in their respective product categories. In fiscal year 2018, STADA achieved adjusted Group sales of more than EUR 2 billion. In 2020 STADA Nordic had a turnover of EUR 67 million. The secret behind this success is the dedicated efforts of the roughly 10,900 employees of the STADA Group worldwide.

STADA and Sanofi have entered into a distribution agreement whereby STADA will distribute and market Sanofi's portfolio of well-established consumer healthcare brands. This agreement came into force on December 2021 in 25 countries across Europe. The agreement covers approximately 50 well-established consumer healthcare brands currently marketed by Sanofi in these territories. The therapeutic categories are allergy, cough & cold, sleep and digestive health.

STADA's strategy has consumer healthcare playing a central role alongside prescription generics and specialty pharmaceuticals. STADA is already a top-five consumer healthcare player in Europe by sales. They are strengthening their position through a combination of organic expansion, through line extensions and brand launches in additional markets, as well as inorganic business-development deals such as the recent acquisitions of Walmark and a portfolio of selected consumer healthcare brands from GlaxoSmithKline last year.

THE NORDIC ORGANISATION

The Medical Manager will be a part of a well-established and experienced team of 9 people and working close together with the headquarter in Frankfurt and cross functional in the entire organization.

The Nordic organization counts approximately 45 employees.

THE POSITION

In this challenging and new role within Stada Nordic you will build and maintain scientific and medical relations with External and internal Experts You will regularly meet stakeholders face to face and have a strong business acumen and interest. You will exchange medical and scientific information with key stakeholders and provide medical expertise to customers and your colleagues. A unique opportunity to work operational with a wide range of products and new launches.

As this is a re-defined role and function in Stada Nordic you will be able to build and influence the position yourself. You will be a part of a fast-growing company who work with high pace and a true agile mind-set.

This position reports to Nordic Head of Regulatory, QA/QC/PV.

Key Responsibilities

- 🕒 Medical responsible for the entire portfolio (Biosimilars, generics, OTC, CHC, Food supplements and medical devises).
- 🕒 First point of contact for external partners (e.g., Sanofi).
- 🕒 Establishing relationships with relevant KOL and stakeholders.
- 🕒 Approval and cooperation in marketing and medical strategies for the Nordic markets.
- 🕒 Q&A for medical personnel and customers.
- 🕒 Involved in medical events as a speaker.
- 🕒 Medical training of colleagues and customers including educational material.
- 🕒 Approval of training and marketing material.
- 🕒 Preparing the medical kit for training.
- 🕒 Medical support for the entire Nordic organization.

THE CANDIDATE

The ideal candidate for this position is an extroverted person with great people skills and grit as the role entails communication and teamwork across the organization. Furthermore, the candidate should be an advocate for optimization and growth within the sphere of this role which requires confidence and execution.

Professional background

- 🕒 Medical, Pharmaceutical, or other Scientific degrees.
- 🕒 Minimum 2-3 years' experience in a corresponding position in the pharmaceutical industry.
- 🕒 Experience in Medical Affairs.
- 🕒 Previous involvement in launches of new products.
- 🕒 Team mindset as well as Integrity and compliance.
- 🕒 Able to navigate in changeable environments.
- 🕒 Excellent presentation skills.
- 🕒 Very good organizational abilities.
- 🕒 Focus on objectives and oriented on projects.

Personal qualities

- ☺ You are pro-active and enthusiastic with a great drive.
- ☺ You have a strong will to succeed and a commercial mindset.
- ☺ You have the courage to challenge the status quo.
- ☺ You are innovative and service minded.
- ☺ You are an ambitious and extrovert team player.
- ☺ You are skilled at building and maintaining relationships.
- ☺ You can communicate and gain respect with stakeholders throughout the organization.
- ☺ You possess the ability to communicate cross functionally in/out of the organization.
- ☺ Energetic person, project and success orientated.

CHALLENGES

- ☺ New role – need to define yourself and be independent.
- ☺ Secure focus in a very busy and changeable environment.
- ☺ Need the ability to manage multiple tasks at the same time.
- ☺ Operational – need to be pragmatic with hands-on attitude.

WORKPLACE

Marielundsvej 46A, 2730 Herlev

The possibility to work from home 2 days/week.

LANGUAGE COMPETENCES

- ☺ Danish – fluent in oral and writing
- ☺ English – fluent in oral and writing

IT COMPETENCES

- ☺ Microsoft Office
- ☺ IMS

CONTACT INFORMATION

iFind Aps

Jeanette Stids-Jønsby

Managing Director

jeanette@ifind.dk