



# Clinical Trial Project Manager

(f/m/d)

*We are looking for a Clinical Trial Project Manager to serve our global client base.*

*You will be the first point of contact for the clients working closely together with the different departments and sites to fulfill the clients' wishes par excellence.*

## LOCATION AND WORKING HOURS

- » Berlin based Office
- » Fulltime / 40 hours per week

## RESPONSIBILITIES INCLUDE, BUT ARE NOT LIMITED TO

- » Manage and build strong, long-lasting client relationships on assigned key accounts, operating as the lead point of contact for all day-to-day matters
- » Track KPIs to ensure clients receive requested service and products in a timely fashion
- » Work with key stakeholders at Acnos to determine margins and maximize revenue and profitability within designated accounts
- » Identify opportunities to grow the business with existing clients, enhance performance and continue to meet their evolving needs
- » Prepare responses to RFI/RFPs, prepare supply assessments, maintaining regular channels of communication with the client e.g. calls, arranging meetings, performing service level reviews. Perform business analysis: monitor sales and revenue figures, develop and monitor pipeline reports and forecasts, generating progress reports for the leadership team
- » Maintain accurate client records, keeping track of any contract updates and renewals

## REQUIREMENTS

- » Min 2 years' experience in Project-, Key Account- or Sales Management within the pharmaceutical industry and/or within a CRO or R&D company
- » Market expertise within in the pharmaceutical landscape
- » An understanding of requirements in clinical trial services
- » Strong communication and social skills

## SKILLS

- » Goal-oriented and willing to evolve yourself
- » Ability to work independently and as a team player
- » Excellent written and spoken English
- » Strong communication and negotiation skills
- » Ability to lead presentations and drive results
- » Attention to detail and ability to work simultaneously on multiple priorities whilst delivering to timelines
- » Demonstrated ability to build relationships and to communicate at senior management level

## WHAT WE OFFER

- » A safe job in a growing, international acting pharmaceutical company
- » Flexible working times for an optimal Work-Life-Balance
- » Individual trainings and coaching to develop and strengthen personal abilities
- » A highly professional and motivated team
- » Teamevents