



Our client **INSPHARMA** is a medical marketing company and a strategic partner in carving out significant niches for branded pharmaceuticals and medicinal products, tailored precisely to the nuances of each selected country or region. With streamlined approach, they swiftly pave the way for transformative solutions, ensuring that their customers and partners always stay ahead of the curve.

But what truly sets them apart?

It's their dedicated team. Comprising professionals, that are a powerhouse of skill, passion, and innovation. Their unwavering commitment to excellence is evident in every endeavour, and they're never hesitant to go that extra mile to ensure success for their partners and health for patients.

The company is experiencing steady and strong growth and is expanding its business. Therefore, they are searching for a highly motivated person to join their dynamic team as a:

Country Manager Bosnia and Herzegovina (f/m)

Strategic leadership position

Development and implementation of effective sales and marketing activities, including strategic management and development of a broad product portfolio.

Your responsibilities and main assignments as a Country Manager...

- Development, implementation and execution of sales, marketing, and tactical plans in the short and long term on the BIH market.
- Representative role of the branch office and responsibility to establish and lead the branch of the parent company.
- Company presence development in all targeted regions, finding growth potential and building the strongest possible country team.
- Monitor performance against agreed sales targets and propose corrective actions for closing the possible gaps.
- Drive profitable growth for brands/products, consistent with the company strategy.
- Encouraging and enabling people's personal development.
- Lead the process of constant improvement striving to be among the best brand builder within the industry.
- Assume full accountability for sales volume and profit performance.
- Ability to attain excellent knowledge and in-depth understanding of product portfolio and their end consumers, to influence processes that ensure the alignment of business activities to set business goals.

Your profile and our expectations...


- Minimum 3-5 years in pharmaceutical industry
- 3-5 years of working experiences on leadership position within sales or marketing
- Experience in strategic sales & marketing positions with operational preference
- Completed Bachelor's degree in relevant biomedical industry, such as Pharmacy, Chemistry, Biology, Medicine or Veterinary.
- Fluent in Bosnian & English
- Excellent analytical, innovative and conceptual thinking. Able to transfer learning's into new ideas, strategies, and practice.
- A team player with advanced interpersonal skills, persuasive, and able to build strong working relationships.

We offer...

- long-term employment in a fast-growing Slovenian company with a regional presence
- a position with a high degree of responsibility and autonomy
- creative and dynamic work in a supportive team

If you meet the above requirements and see this business opportunity as a challenge, we invite you to send your CV with a picture and relevant attachments to:

register@chr-partners.com

 Partners d.o.o., Cankarjeva cesta 4, SI-1000 Ljubljana, www.chr-partners.com

