



# SMART SOLUTIONS FOR SUPERIOR TREATMENT FOR PATIENTS, WORLDWIDE



Greetings from **AMW**, a fast-growing bio-pharmaceutical company that's been thriving for more than 15 years. Based out of Warngau (South of Munich), our team of >150 highly talented people develops, manufactures and commercializes medical innovation for international partners and patients all over the world. Our core strength lies in smart drug delivery systems, such as biodegradable implants for sustainable treatment of cancer tumours. Just as smart but with an additional dash of drive and discovery is our day-to-day business: a state-of-the-art working environment, a friendly and collaborative working culture, efficient communication, and great opportunities for personal development are just some advantages you can expect.

Join us and find out for yourself! As

## Commercial Operations Manager in Warngau near München

### How you'll make a positive impact:

- + As a trusted business partner for our Business Development and Key Account Management teams, you'll support the design and realization of new contracts, monitor and optimize our sales funnel, lead list, and client database, while coordinating client meetings and events.
- + As part of contract management, you'll track milestones and exit options for ongoing contracts and work closely with our business units and attorneys to continually update and improve contracts, agreements, and confidentiality clauses.
- + Working alongside our after-sales operations, you'll prepare monthly forecast meetings, maintain work lists, ensure compliance with frozen zones as well as safety stocks, and help prioritize deliveries.
- + You will work closely with some of our key decision-makers to manage forecasts, sales and budget planning, along with reporting.
- + From dashboards for Power BI to new ERP modules: You will design and test customized solutions with a strong focus on usability and performance to ensure smooth operations.
- + Last but not least, you will play a critical role in setting up and managing our commercial project management office by setting the agenda, following up on meetings, supporting and managing our teams to meet deadlines, and analysing key account plans for cross-functional interdependence with strategic client development goals.

### Your recipe for success:

- + A degree in natural sciences or business administration, e.g., economics, international business or process management, or alternatively, a track record in business or administration (contract, project, key account management)
- + Multiple years (3+) of professional experience in a commercial environment, pharmaceutical experience is a plus
- + Strong communication skills and business fluency in English; additional German proficiency is an advantage
- + An autonomous and well-organized work style
- + Your ability to take initiative, think creatively, and use your analytical and solution-oriented mindset will make you a great fit for us.

### In return, we offer smart benefits:

- + Flexible working hours and remote working options
- + Paid vacation (32 days for full-time contracts)
- + An exciting job with impact to improve patients' health within a rapidly growing, international pharmaceutical company
- + A friendly work environment with flat hierarchy, quick decision processes, and a great company culture based on mutual respect and appreciation
- + Personalized career development programs
- + Company supported pension scheme
- + Job bike
- + EGYM Wellpass membership for sport and leisure activities
- + An assortment of fresh fruit and discounts on fresh, healthy lunch meals
- + An attractive location in greater Munich with plenty of recreational opportunities in beautiful nature close to the Alps, together with a rich cultural choice and excellent infrastructure for (international) travel.

### Ready to make a difference?

If so, we would like to hear from you! Simply email us **your application** (including cover letter, resume, and relevant references) to **bewerbungen@a-m-w.eu**.

If you have any questions in advance, please contact our **Human Resources Manager, Ms. Stefanie Lang**, at +498024 470999-24.

Our current privacy policy can be found at <https://a-m-w.eu/datenschutz/>.

### Your route forward:

If you meet the requirements, our next step will be a call in Microsoft Teams. A second follow-up interview will be scheduled on-site if you (and we) feel it's a good fit. And finally, step three (if all parties are on board) will be your AMW starting date.

**We look forward to reaching new heights with you as part of the team. Hope to see you soon!**