



About ITM

ITM is a privately owned biotechnology and radiopharmaceutical group of companies dedicated to the development, production and global supply of targeted diagnostic and therapeutic radiopharmaceuticals and radioisotopes for use in cancer treatment. We are developing a proprietary portfolio and growing pipeline of targeted treatments in various stages of clinical development addressing cancers such as neuroendocrine cancers or bone metastases. Our main objectives are to significantly improve treatment outcomes and quality of life for cancer patients through a new generation of Targeted Radionuclide Therapies in Precision Oncology. The headquarters are located in the heart of the research center of the Technical University of Munich (TUM).

We would like to fill the following permanent vacancy in a hybrid working model in Garching as soon as possible

Key Account Manager B2B (f/m/d) (Junior/Senior)

Your role

Your profile

- Develop and maintain long-term relationships with key clients and strategic accounts worldwide by driving account management and growth plans, aligning forecasts, and coordinating customer needs internally
- Identify and pursue new business opportunities and build relationships with potential clients
- Lead negotiations for supply agreements, confidentiality agreements (CDAs), and other contractual arrangements
- Stay up to date on market trends, competitor activities, regulatory changes, and customer needs
- Represent the company at trade fairs, congresses, and customer visits several times a year
- Prepare presentations for internal and external stakeholders
- Monitor sales performance metrics, analyze data, and prepare reports to track progress and identify areas for improvement
- Provide insights to management to support strategic decision-making and business development initiatives
- Collaborate with internal teams (Product Management, Quality, Regulatory, Logistics, etc.) to address customer-related topics effectively and actively contribute to various sales projects
- Ensure accurate and up-to-date customer data in SAP and CRM systems
- Degree in Business Administration, Natural Science or Pharmacy, or a related field (or equivalent professional experience)
- Experience in the pharmaceutical – we welcome candidates from diverse backgrounds
- Strong communication, negotiation and interpersonal skills
- Willingness to learn about innovative technologies in the field of Nuclear Medicine
- Solid understanding of industry/market dynamics, trends, and customer needs
- High sense of reliability, ownership, and accountability
- Willingness to travel and intercultural competence
- Team spirit and flexibility with a problem-solving mindset and ability to manage critical situations
- Structured and proactive working style with strong organizational skills
- Excellent English skills (written and spoken)

Our offer

- Exciting challenges in an up-and-coming and fast-growing company with a high degree of creative freedom
- An open working atmosphere in an international corporate culture with short communication channels
- Comprehensive onboarding programme
- Flexible working hours with home office options
- Attractive special payments
- Just a good salary? Not with us! We also offer you
 - Employee participation programme
 - Job bike or subsidised job ticket
 - Above-average contribution to the company pension scheme
 - Individually tailored further training programme (including German and English courses)
 - Health promotion programmes (e.g. EGYM Wellpass, subsidy for local fitness studio, sponsorship of sporting events, various lifestyle coaching sessions)

ITM is an employer that ensures equal opportunities. Qualified applicants are encouraged to apply and will be considered during the selection process regardless of gender, age, national or ethnic origin, religion or belief, disability, sexual orientation, gender identity, or any other characteristic protected under the German General Equal Treatment Act (AGG).

If you are a qualified individual with a disability or are otherwise covered under applicable law and are unable to apply through our online application process, you may request a reasonable accommodation. Please contact career@itm-radiopharma.com.

When you apply, please let us know your earliest possible starting date and your salary expectations. You can submit your CV in German and English in docx or pdf format.

Apply now

Contact

career@itm-radiopharma.com

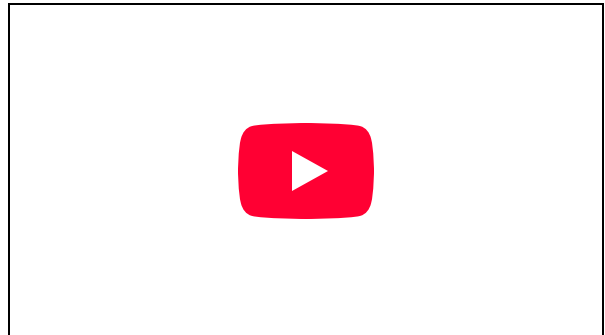
ITM Isotope Technologies Munich SE
Human Resources
Walther-von-Dyck-Str. 4
85748 Garching/München, Deutschland

Note for recruitment agencies

Please note that we do not accept unsolicited applications or offers of assistance. The telephone number given in the advertisement is intended exclusively for applicants and should not be contacted for any other purpose. Thank you very much!

More about ITM

With us, you will have the opportunity to work in an international environment on ground-breaking projects that can have a significant impact on cancer care worldwide. We are looking for dedicated, talented and passionate professionals who share our vision and want to help shape the future of oncology. If this exciting challenge appeals to you and you would like to contribute to realising our common goal, please do not hesitate to send us your application. We look forward to hearing from you!



For more information please visit: www.itm-radiopharma.com