

About Bluefish Pharmaceuticals

Founded in Sweden, with its long tradition of industrial entrepreneurship, Bluefish Pharmaceuticals has become one of the most progressive generics pharmaceuticals companies. At Bluefish, we strive to make quality medicine accessible to more people.

Bluefish creates value in the full pharmaceutical value chain from developing to manufacturing and successfully marketing generic pharmaceuticals and we take pride in doing this in an innovative, responsible and cost-efficient way. Bluefish currently conducts operations in 19 countries in Europe and, over the next few years, will also expand outside Europe with the aim of becoming a global player.

Our corporate culture and close collaboration with development and manufacturing partners are integral parts of our effort to deliver quality products at affordable prices.

We offer a product portfolio consisting of a broad range of high-quality generics for all major therapeutic areas. It is part of our long-term strategy to expand the product portfolio of off-patent blockbusters while at the same time offering a broader range of niche products within more narrow disease areas.

Bluefish products all originate from a generic substance, where the efficacy and safety are well documented. Through our many collaborating partners, we have access to a vast range of technology platforms, enabling us to develop and enhance the intellectual property of our product portfolio.

Our strategy of developing products based on well-known substances with an improved value to patients results in a product portfolio with a significant market potential. We achieve this with a relatively short development time, low risk, and limited investment.

By focusing on innovation and simplicity in both thought and action, and by taking responsibility on all markets and cost efficiency in all stages, we are creating a strong and vibrant brand that offers quality pharmaceuticals at prices affordable to all.

Bluefish provides quality generic pharmaceuticals at affordable prices. Its product portfolio contains a wide range of products within all major therapeutic areas.

Since its inception, Bluefish has developed the platform and know-how to participate in and to be an integral part of all major steps of the value chain in the offering of generic pharmaceuticals. With the vision of offering quality pharmaceuticals at prices affordable to all, we have to be innovative and at the same time cost-efficient in all stages. This includes operational excellence in departments such as product development, quality assurance, pharmacovigilance, IP and supply chain as well as marketing and sales.

Profile Description

Bluefish is looking for profiles to fill the position of Commercial Manager Sales and Marketing Ireland. The position will report to VP-Sales and Marketing. The role would be involved in the below mentioned areas:

1. To translate the sales budget into specific sales plans for wholesalers, pharmacy chains, buying groups and independents.
2. To drive retail pharmacy sales achieving company objectives in the Irish market.
3. To foster business relationships within the key account base to exploit business opportunities of mutual benefit.
4. To drive the Irish business and in the development of business plans and strategies consistent with bluefish corporate objectives.
5. Achievement of sales targets and objectives in line with company objectives, market performance and Bluefish new product launch strategies.
6. Development of Key account business - Identify business expansion opportunities within each key account, drive portfolio compliance, and relationship management with key stakeholders

7. Business relationship management of Key accounts - Establish effective relationships with senior managers and decision makers. Establish a broad range of contacts across the accounts to ensure opportunities are identified and solutions implemented.
8. Effective Relationship management of Key Bluefish Colleagues - Liaise with other Bluefish Functions to ensure excellent customer service is delivered at all times
9. Management of promotions within each Key account - Generate, recommend and seek approval for new and novel sales opportunities within each key account.
10. Input into and implementation of operational plans - Input into and implementation of retail pricing strategy including liaising with Country manager on market dynamics.
11. New Product launch Implementation - Work with the team to ensure launch processes are followed and effective communication is implemented.
12. Responsible for the recognition, collection and communication to the relevant Bluefish personnel of adverse events, medical queries and product quality complaints as per the internal procedure

Experience

1. 4+ Key account management experience
2. Can-do attitude and ability to adapt quickly; business is experiencing tremendous growth so previous operational experience in growth environment is substantially preferred.
3. Adapts and thrives in a demanding, start-up, fast-paced environment.
4. Superior communication and interpersonal skills (verbal, non-verbal, written), with the ability to build relationships at all levels, both internally and externally
5. Possesses a high level of critical thinking.
6. Operates with a high level of professionalism and integrity, including dealing with confidential information.

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