

International Pharmaceutical/healthcare Company

Founded in 1866, Dr Willmar Schwabe Pharmaceuticals is one of the leaders in phyto-pharmaceuticals. It is represented in more than 60 countries globally and markets and distributes research-based, clinically proven pharmaceutical /OTC naturally-sourced products. The company's successes are based on its in-depth understanding of the global marketplace and customers' needs and the commitment to providing ideas, products and services that improve people's health and their quality of life.

Schwabe Pharma Asia Pacific Pte Ltd has recently been established as the regional head office with the aim to expand the presence and the activities in the Asia Pacific markets in close co-operation with regional and local partners.

In a key role driving the expansion, a dynamic professional is sought for the position of:

Director, Product Management

Reporting to: Managing Director

As Director of Product Management, you will be responsible for developing product strategies, execute and overseeing the plans through completion. This role also includes providing product line support for marketing program & strategies, sales support to internal product management team as well as business partners. This is a regional position and requires close interaction with product team members, sales and regional business partners.

The ideal candidate must have proven track record of successful project management, strong communication and leadership skills. In addition this role will require in-depth technical knowledge for the training role.

Has regional responsibilities that includes but not limited to:

- To ensure the sale and profitability of SPAP products and the evaluation of the financial aspects of product development such as budgets, expenditures, returns-on-investments and profit-loss projections.
- Lead our internal process to define the product strategy, roadmap and priorities and manage entire product lifecycle from strategic planning to tactical activities
- Conduct market analysis and competitive comparisons to develop sound business cases, market segmentations and product positioning; analyze product concept and business potential; monitor the development of business and marketing plans, manages product life-cycles and positioning in the market place.
- Monitor competitors' strategies, positioning and product functionality as well as communicate such information to the Sales and Product Management teams.
- Ability to work across all departments; along with external partners, set directions on desired communications strategy and marketing activities for SPAP products.
- Interfaces with external partners, as needed, to enhance company product value proposition, establishing technical and co-marketing agreements and forge proactive business partnerships to achieve marketing/product objectives.
- Develop and lead the product management team.
- Conduct Sales & Product training

REQUIREMENTS:

- The incumbent should be in his early 40s with more than 5 years work experience in Product Management on a senior level in Pharmaceutical industry. He should have strong market analytical skills and business acumen
- Experience in partner management, business development and marketing
- Strong communication skills
- Proven track record of successful project and product management
- Preferably a Registered Pharmacist
- Singaporean or Singapore PR
- Willing to travel regionally

Who and how to apply:

Interested applicants who meet the above-mentioned criteria and who are Singapore Citizens or Singapore Permanent Residents are requested to send us their applications with their recent photograph in MS Word format via email to: Recruitment@schwabepharma-apac.com

We thank all applicants in advance and apologize for only responding to candidates who are shortlisted by us.