



**About Profil Institut für
Stoffwechselforschung GmbH**

Profil is a globally leading contract research organization (CRO) specializing in clinical studies for metabolic diseases such as diabetes, obesity, and related disorders. For more than 25 years, Profil has been a trusted partner to pharmaceutical and biotechnology companies worldwide, known for scientific excellence, innovative study designs, and outstanding data quality in early-phase clinical development.

We are searching for a

**Key Account Manager
(m/w/d)**

Your Role

*As a **Key Account Manager**, you will be responsible for the strategic management and long-term development of selected key accounts within Profil's international client base. You will act as the primary commercial and strategic interface between Profil and its most important pharmaceutical and biotech partners.*

This role goes beyond classical sales: it focuses on building trusted partnerships, understanding client pipelines, and positioning Profil as a preferred long-term development partner.

Key Responsibilities:

- Strategic ownership and development of assigned **key accounts**
- Building and maintaining long-term relationships with senior stakeholders in Pharma and Biotech
- Development and execution of **account strategies and account plans**
- Identification of growth opportunities, including cross-selling and early pipeline engagement
- Close collaboration with Medical, Scientific, Operations, and Management teams
- Coordination of internal stakeholders to ensure excellent client experience
- Representation of Profil in strategic customer meetings and scientific exchanges

Your Profile:

- Several years of experience in **Key Account Management**, Business Development, or Strategic Sales (preferably within CROs, Pharma, or Biotech)
- Solid understanding of **clinical development**, ideally early-phase (Phase 1–2)
- Ability to engage confidently with senior and executive-level stakeholders
- Strong strategic mindset combined with hands-on execution skills
- Excellent communication and negotiation skills
- Fluent in **English** (German is a plus)
- Willingness to travel internationally as required

What we offer:

- A key strategic role in a highly specialized, science-driven organization
- Long-term client relationships instead of transactional sales cycles
- Close collaboration with internationally recognized scientific experts
- High level of autonomy and responsibility
- Competitive compensation package
- An international, collaborative, and mission-driven work environment

Are you interested in this role? Don't hesitate to send us your CV, a motivation letter as well as records of your qualifications/ employment reference letters via email, preferably as pdfs, to hr@profil.com

Profil Institut für Stoffwechselforschung GmbH

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JETZT BEWERBEN