



We are looking for a committed

FTL Manager – EUG (m/f/d)

Main tasks:

1. FTL-Launch Planning & Project Management

- Establish a launch process for new product forecast and agreed upon timelines for molecule, strength and SKU level forecasts.
- Integrate key competitive intelligence, manufacturing, legal/IP, and market conditions
- Develop algorithm-based models to improve new product forecast accuracy and integrate with key stakeholders (marketing, finance, legal, manufacturing, supply planning, FTMR, R&D)
- Initiate a launch project 3 years ahead of launch and should complete at the end of 1st year of launch

2. Partner identification & integration

- Ability to build and strengthen relationship with key partners to enable launches and completion of strategic projects
- Ability to identify partners to de-risk critical products and to launch new products
- Track partners' performance through scorecard on quality, time and delivery parameters
- Lead in pricing and other terms negotiation with vendors and contracting

3. Product planning & inventory control

- Ability to ensure seamless physical movement/flow of products by effectively managing logistics communication, warehouse and storage management, material handling and distribution of goods
- Ability to review existing warehouse space vs. existing demand & future projections
- Anticipate capacity needs, prepare business case and seek approval for additional facilities

4. New Product Launch

- Ability to provide inputs towards identification of new product launches from In-house or outsourcing partners
- Ability to ensure reach / distribution of new products being launched through monitoring manufacturing of new products as per schedule.
- Ability to devise capability based strategy to identify right partners and sites for product launches. Drive BD / In licensing deals from supply chain perspective

Requirement profile:

- 4 to 6 years of relevant experience in the Generics Pharma Industry
- Leading experience in launch function as well as experience in other roles with variety of markets in Europe
- A proven track record of substantial growth of the business during the association with the organization
- A very strong and proven track record of project management with hands-on and execution mind-set
- Focus on Productivity & Cost Leadership as well as on Innovation & Change
- Establish cross-functional networks across geographies and functions in a matrix organization
- Leverage capabilities to realize business aspirations
- Aspirational Growth Mind-set as well as Excellence Mind-set & Execution Focus

We offer you a varied job in an international and future-oriented company, flexible working hours as well as the social benefits of a modern company in addition to your income.

We look forward to receiving your expressive and complete application including your salary expectations and earliest possible starting date, preferably by email, to

Founded in 1993, **betapharm** is one of the leading generics companies in Germany, covering all major indications from simple colds to severe cardio-vascular diseases.

We owe our success to a culture of trust and social responsibility. Our employees cultivate an open and cooperative relationship not only with each other, but also with our customers and business partners.

Furthermore, we rely on the creativity, performance and accountability of our employees.

Today, **betapharm** is part of Dr. Reddy's Laboratories Ltd, a global pharmaceutical company and leading manufacturer of generics worldwide.

betapharm Arzneimittel GmbH

Human Resources
Kobelweg 95
D - 86156 Augsburg
www.betapharm.de

karriere@drreddys.com