

Über Glenmark

Glenmark Pharmaceuticals Ltd. is an international research-based pharmaceutical company headquartered in Mumbai, India. The company's focus is on researching innovative chemical and biological active ingredients. In addition, Glenmark offers a broad portfolio of off-patent medicines. Glenmark employs approximately 11,000 people in over 80 countries and, in addition to 17 manufacturing facilities, also operates five state-of-the-art research centres, one of which is located in Neuchâtel, Switzerland. Glenmark Pharmaceuticals Ltd. ranks among the top 80 pharmaceutical and biotechnology companies worldwide by revenue.

The German subsidiary Glenmark Arzneimittel GmbH, headquartered in Gröbenzell near Munich, has established itself among the top 20 pharmaceutical companies in the German generics segment since its founding in 2010 with high-quality medicines.

For more information, visit www.glenmarkpharma.com

Head of Tender Management Germany (m/w/d)

Responsibilities

The Head of Tender Management Germany is responsible for leading and continuously developing Glenmark's tender-driven business in the German market, ensuring sustainable growth, profitability and compliance.

The role reports directly to the Country Manager Germany and combines strategic ownership with operational excellence. It includes responsibility for forecasting, performance monitoring and cross-functional collaboration with Marketing & Sales, Supply Chain, Demand Planning and Finance.

As a key external interface, the role represents Glenmark towards statutory health insurance funds (SHIs), authorities and industry bodies, including leading negotiations and managing contractual relationships.


In addition, the position monitors regulatory and market developments in Germany and translates these into actionable business insights, acting as a strategic partner to the local management team.

The major accountabilities of the role:

- End-to-end ownership of the German tender business, including strategy, execution and performance monitoring
- Development and implementation of tender, portfolio and bidding strategies to drive sustainable growth and profitability
- Leading and further developing the tender function, including team leadership and capability building

¹ INSIGHT Health, GKV Verordnungsmarkt, Nov. 2015

² 2015 Evaluate Pharma, www.evaluategroup.com

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- A woman with short blonde hair, wearing a yellow top, is looking upwards and to the left. In the background, a large white speech bubble is drawn on a grey wall, containing the word 'HELLO' in blue, hand-drawn capital letters.
- Ensuring full compliance with contractual, regulatory and reporting requirements
 - Acting as primary contact for statutory health insurance funds (SHIs), including negotiations, contract management and escalation handling
 - Representing Glenmark towards external stakeholders such as authorities and industry associations (e.g. Pharma Deutschland)
 - Monitoring healthcare policy and reimbursement developments and translating them into business actions
 - Driving forecasting, financial planning input and performance tracking in close collaboration with cross-functional teams
 - Establishing efficient processes, structures and workflows within the tender organization
 - Driving data-driven decision-making through reporting, controlling and analytics tools (e.g. ABDATA, Insight Health)

Your Profile

- Degree in Business Administration, Health Economics, Natural Sciences or a related field
- Minimum 5 years of experience in tender management within the pharmaceutical (generics) industry
- Proven leadership experience with responsibility for teams
- Strong understanding of the German pharmaceutical market, especially SHI, tender and reimbursement systems
- Strong analytical and conceptual skills with a data-driven mindset
- Fluent German (C2 level) and professional English
- Resilient, pragmatic and able to perform in a dynamic environment

Your Personality

- Strong leadership and ownership mindset
- High level of accountability and decision-making capability
- Structured, analytical and solution-oriented approach
- Excellent communication and stakeholder management skills
- Ability to work cross-functionally and influence without authority

Interested? Then we look forward to receiving your application.

Contact

Contact person: Marina Ortner

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Please include both a German and an English resume with your application, and indicate your desired salary and your earliest possible start date.