

KEY ACCOUNT MANAGER

Posted on 1 september, 2025

Company Name Camurus

Location Zealand

Job Description

This is a great time to join a highly dynamic company during a very exciting phase of growth. The position offers an international work environment and corporate culture, with the possibility for individual development and growth. The corporate culture is driven by our core values of innovation, collaboration, ownership, quality, and passion for realizing our patient-centric commitment.

Are you ready to take on a unique opportunity to work with a truly life-changing product? Join [Camurus](#) and help us improve the lives of patients with severe and chronic diseases!

We are now looking for a driven **Key Account Manager** to cover the Zealand region:

Key accountabilities include but is not limited to:

- Drive and execute the yearly operational plan with full ownership.
- Ensure market access by meeting local pricing, policy, and supply chain needs.
- Build and nurture strong, long-term relationships with KOLs, payors, physicians, and patient groups.
- Secure funding, influence guidelines, and create advocacy for product adoption.
- Identify and capture new business opportunities within the substance misuse landscape.
- Collaborate with cross-functional teams to shape HCP programs, campaigns, and market expansion.
- Leverage CRM and forecasting to optimize performance and deliver results.
- Act as an ambassador for Camurus' core values while ensuring full compliance.

Your Profile:

We are looking for a candidate that has an entrepreneurial spirit and demonstrates good judgment in managing business challenges, while maintaining a clear focus on results.

A high level of self-leadership and excellent negotiation skills are essential, as well as creativity and

innovation in finding solutions and approaches to new opportunities. We value someone who can work independently but also thrives as a team player. The role requires flexibility and a willingness to travel extensively while building and maintaining close customer relationships.

We are seeking a candidate with strong relationship-building abilities and excellent collaboration and influencing skills. The role requires proven experience in cross-functional teamwork as well as strong consultative selling capabilities. Good planning and organisational skills are essential, along with excellence in customer relationship management.

Professional experience:

- At least 5 years of commercial related experience in the pharmaceutical industry.
- A successful record of accomplishment of developing relationships with key opinion leaders, patient organizations and other external key stakeholders is highly valued.
- Direct experience of working with full breadth of senior Healthcare customers preferred

Educational:

- The ideal candidate will hold a minimum of graduate level or equivalent in a related discipline.

Certifications:

- Qualifying Educational degree or Completed relevant local certification to work with pharmaceutical product in market
- Drivers license

Languages:

- Fluency in spoken and written local language, Danish & English.

Interested?

Apply now and take the next step in your career!

In this recruitment Camurus is collaborating with Moveup Consulting.

For questions regarding the position, please contact recruitment consultant Daniel Kremer at

+46-733-872724

Please send your application in the form of a CV and a Cover Letter to daniel.kremer@moveup.se

We review applications continuously!

By submitting your application, you also give your consent to storing your personal information, including a CV & Cover letter, and that we have the right to share this information with third parties (our client). You can withdraw your consent at any time.

Om företag

Camurus is an international, science-led biopharmaceutical company committed to developing and commercializing innovative, long-acting medicines for improving the lives of patients with severe and chronic diseases. New drug products with best-in-class potential are conceived based on the company's proprietary FluidCrystal® technology and its extensive R&D expertise. The R&D pipeline includes products for the treatment of dependence, pain, cancer, and endocrine diseases.

Camurus has more than 250 employees and operations across Europe, the US, and Australia, with headquarters in Lund Sweden.

The company's shares are listed on Nasdaq Stockholm under the ticker CAMX. For more information, visit www.camurus.com

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