VACANCY ANNOUNCEMENT

Institutional Business Manager - AMGOMED Pakistan

Apply by 22 November 2026

AMGOMED, founded in 2006, is a Pakistan-based pharmaceutical company dedicated to transforming oncology care through high-quality chemotherapeutic agents, biological products, and advanced biotechnology solutions. With a strong market presence in the oncology healthcare landscape, we uphold rigorous compliance with national pharmaceutical standards while aligning with globally accepted cancer treatment protocols. AMGOMED is committed to improving patient outcomes through innovation, access, and responsible healthcare partnerships.

AMGOMED is seeking a highly motivated, results-oriented, and relationship-driven professional to join our team as **Institutional Business Manager**. The position offers an exciting opportunity to lead institutional business development efforts for AMGOMED's critical care and oncology-supportive care portfolio, particularly **in Intensive care**, across key public and private healthcare institutions.

Position Information

- **Position Title:** Institutional Business Manager
- **Duty Station:** Islamabad, with extensive travelling across assigned regions / Regional Territories
- **Reports To:** Business Unit Head
- **Salary Package:** Highly market competitive salary, generous POL, travel and communication expenses and company provided car (1300 cc)
- **Directly Supervises:** As may be assigned
- **Close Functional Links:** Medical Directors, Procurement Committees, Pharmacy & Therapeutics Committees, Health Departments, and other key institutional stakeholders Intensivists/Critical Care Specialists, Hospital Pharmacists, Supply Chain Teams, Oncologists, Hematologists, Infectious Disease Specialists, Transplant Physicians

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Purpose of the Position

The Institutional Business Manager (IBM) is responsible for driving institutional sales growth and market development of AMGOMED's critical care and specialty pharmaceutical portfolio within assigned territories. The role focuses on developing strategic relationships with procurement committees, & all other authorities responsible for institutional purchases to facilitate market access and strengthen AMGOMED's institutional business.

The incumbent shall serve as the principal business interface with key accounts and institutional stakeholders while ensuring effective territory management, opportunity identification, customer engagement, and achievement of assigned business objectives.

Key Responsibilities

Institutional Business Development

- Develop and execute territory-specific institutional business plans aligned with Company objectives
- Drive business growth assigned specialty products
- Identify new business opportunities
- Expand AMGOMED's institutional footprint across assigned territories

Key Account Management

- Establish and maintain productive relationships with key healthcare professionals and decision-makers
- Engage with procurement officials, management teams, pharmacists & other relevant individuals/bodies responsible for institutional purchase.
- Develop business plans for strategically important institutions
- Ensure regular scientific and commercial engagement with key stakeholders

Market Access & Tender Support

- Monitor institutional procurement opportunities, tenders, framework contracts, and purchasing cycles
- Support preparation and submission of institutional bids and business proposals
- Coordinate internally to ensure timely participation in procurement opportunities
- Facilitate product listing and inclusion in institutional formularies, where applicable

Product Promotion & Scientific Engagement

- Conduct product presentations and scientific discussions with healthcare professionals
- Develop strong understanding of assigned products, their therapeutic applications, dosage forms, strengths, storage requirements, and clinical value propositions

Sales Performance & Territory Management

- Achieve assigned targets
- Monitor territory performance and market trends
- Maintain accurate records of customer interactions and business progress

Market Intelligence

- Track competitor activities, pricing trends, market developments, and institutional procurement patterns
- Provide regular market feedback and business intelligence to management
- Identify emerging opportunities, risks, and market access barriers

Compliance & Governance

- Ensure compliance with applicable pharmaceutical regulations and Company policies
- Adhere to approved promotional practices and ethical marketing standards
- Promote a culture of transparency, accountability, safeguarding, safety, security, and responsible business conduct
- Maintain confidentiality of business-sensitive information

Role Flexibility

This Job Description sets out the principal responsibilities of the position and may be amended from time to time to reflect evolving business needs. The incumbent shall undertake such additional or modified duties, reasonably assigned by management, as may be required to support departmental and organizational objectives.

Qualifications

- Bachelor's or Master's degree in Pharmacy, Life Sciences, Business Administration, Marketing, or a related discipline
- Additional training in institutional business development, healthcare marketing, or key account management will be an advantage

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Experience

- Minimum 3-5 years of relevant experience within the pharmaceutical industry
- Demonstrated experience in institutional sales, key account management, or pharmaceutical business development
- Experience working in critical care or specialty pharmaceutical products will be preferred
- Established relationships with major hospitals and healthcare institutions shall be an advantage

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Competencies

- Institutional Sales & Business Development
- Key Account Management
- Strategic Relationship Management
- Tender & Procurement Processes
- Product Knowledge & Scientific Detailing
- Negotiation & Influencing Skills
- Territory Management
- Planning & Organization
- Communication & Presentation Skills
- Market Intelligence & Analysis
- Results Orientation

How to Apply

Interested qualified candidates may apply via AMGOMED's online application portal:
https://amgomed.org/careers

Attention

- Applicants must submit a cover letter explaining their suitability for the position.
- Applications submitted via email will **not** be considered.
- Applications will be reviewed on a rolling basis.
- Only shortlisted candidates will be contacted.
- Participation in this recruitment process is voluntary and creates no obligation on AMGOMED.
- AMGOMED reserves the right to cancel, postpone, or close the recruitment process without assigning any reason.
- AMGOMED remains committed to merit-based, fair, and inclusive recruitment practices.

Why Join AMGOMED?

At AMGOMED, we are committed to fostering an **inclusive, respectful, collaborative, and high-performance work environment** where talented professionals are empowered to grow and make a meaningful impact on patient care. We value individuals who demonstrate initiative, resilience, accountability, and a passion for delivering results.

If you are motivated by challenging assignments, driven by business growth, and eager to build strategic relationships that expand access to life-saving therapies, we encourage you to apply post haste.

Application Deadline: 22 November 2026

Applications will be reviewed on a rolling basis. Interested candidates are therefore encouraged to apply at the earliest opportunity, as the position may be filled before the closing date.