

Susanne van der Beck

Director , Key Account Management



Current responsibility

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Profile overview

28 years healthcare experience gained at IMS and IQVIA. She leads the German Key Account Management Team, with responsibility for the portfolio which comprises all services from “molecule to market”. With the team she takes care of all German clients, affiliates and HQ clients in Germany. She held several positions in Marketing, Client service and Sales, leading a team of senior level professionals. Member of the German Management Team

Education

- Graduate Global Sales Leadership Series
- Basic Studies: Mathematics FU Hagen
- Medical Record Professional (MD), B.A., FH Ulm

Areas of expertise

- In-depth experience in secondary market research, patient level data, commercial effectiveness
- therapeutic expertise across multiple therapy areas as Biologics, Biosimilars, specialty and primary care markets
- Speaker engagements for Pharma-Trends and Biological/Biosimilar topics

