



M/F Switzerland Commercial Account Manager - PHARMA

About us:

Advanced Accelerator Applications (AAA) is an innovative radiopharmaceutical company that develops, produces and commercializes Molecular Nuclear Medicine (MNM) products. AAA's lead therapeutic product candidate, Lutathera®, is a novel MNM compound that AAA is currently developing for the treatment of neuroendocrine tumors, a significant unmet medical need. Founded in 2002, AAA has its headquarters in Saint-Genis-Pouilly, France. AAA currently has 22 production and R&D facilities able to manufacture both diagnostics and therapeutic MNM products, and has over 500 employees in 13 countries (France, Italy, UK, Germany, Switzerland, Spain, Poland, Portugal, The Netherlands, Belgium, Israel, U.S. and Canada). AAA reported sales of €88.6 million in 2015 (+27% vs. 2014) and sales of €81.3 million for the first 9 months of 2016 (+23% vs. 9 months 2015). AAA is listed on the Nasdaq Global Select Market under the ticker "AAP". For more information, please visit: www.adacap.com. AAA has a broad pipeline of products in development. In addition to the company lead product, Lutathera®, and its Gallium-68 Dotatate and Dotatoc products NetSpot and Somakit approved by the FDA and the EMA, Phase II studies have been initiated with Annexin V-128, a diagnostic 99mTc tracer for apoptosis and necrosis, and the company has other imaging and therapeutic radiopharmaceutical products in development.

Due to its continuous growth, Advanced Accelerator Applications is looking for an experienced **Commercial Account Manager** based in Switzerland.

In Switzerland, AAA has recently obtained 2 new Nuclear Medicine diagnostic product authorizations, and will file a dossier for NETspot and Lutathera.

The main task of the Commercial Manager will be to manage the AAA portfolio business in Switzerland. This position reports directly to the Swiss General Manager.

Principal Responsibilities

- Owning customer relationships
- Manage the current and upcoming AAA product portfolio in Switzerland
- Promoting the use and adoption of AAA product portfolio within your allocated customer base
- Develop new key account
- Regular engagement with customers including meetings onsite, delivering product presentations and supporting demonstrations.
- Plans, organizes and executes activities to ensure access to funding and sales of promoted products to meet regional and national goals.
- Develop knowledge of competitive product
- Build and manage your forecasted budget (Sales/Spending)



Qualifications

2 – 5 years of commercial/sales or related experience in the pharmaceutical, diagnostic or life sciences industry

Experience in Nuclear medicine area will be a plus.

Budget management and product launch experience

Cross-cultural/international experience preferred

Proven leadership skills and the ability to collaborate in a matrix environment

Excellent interpersonal and communication skills

Demonstrates strong personal ethics and responsibility to purpose

Fluent in German/ French, and English.

Submission of your application:

Please send your application via email to recrutement@adacap.com. Your application shall include all the information you consider relevant, and at a minimum, your personal data, education, employment history and details on your current position and salary as well as your salary expectations for this position.

Please note that we will only reply to candidates that we wish to bring to interview stage.