



## M/F Partner Account Manager

### About us:

Advanced Accelerator Applications (AAA) is an innovative International pharmaceutical company and a leader in molecular nuclear medicine. We have an established pipeline of cutting-edge products, double-digit annual revenue growth and a unique entrepreneurial culture with approachable, hands-on management that partners with employees and empowers them to contribute to the success of the business. Our team of over 500 people is based across 13 countries in Europe and the U.S. and spans over 21 production and R&D facilities able to manufacture both diagnostics and therapeutic MNM products.

Due to its continuous growth, Advanced Accelerator Applications is looking for a **Partner Account Manager (PAM)** based in Switzerland.

AAA has finalized the pivotal Phase III study of the Lutathera compound with the objective of a worldwide registration. The main task of the Partner Account Manager (PAM) will be to develop first the geographical scope for Lutathera & Somakit compounds, and more generally to be responsible for all the distributors/portfolio commercial management, the main objective will be to Identify/contract with potential partners to prepare/secure the commercial launch of the Lutathera compound, in the Gastro-Oncological field, and its diagnostic companion product Somakit, in new geographical areas (Rest of EU, Asia, Gulf countries, Latin America...). The successful candidate will work in close collaboration with BD team, Legal dept., and the Corporate Medico-Marketing team.

This position will report directly to the Corporate Head of Marketing & Sales.

### Principal Responsibilities

- Identify and contact potential partners for new business opportunities.
- Work with cross-functional teams to develop business strategies for AAA product portfolio.
- Build productive and profitable working relationships with partners.
- Provide product and technical support to partners.
- Address partner concerns and queries promptly and ensure partner satisfaction.
- Develop competency and qualification plans for partners.
- Develop business plan to improve sales and profitability.
- Work with development, marketing and services teams to achieve revenue goals.
- Coordinate with partners to prioritize, plan and manage business activities.
- Review and revise business plans based on partner needs.
- Evaluate the effectiveness of partner's marketing plans and recommend improvements.
- Oversee partner rewards and recognition programs.
- Organize partner meetings to discuss about any issues and updates.
- Participate in business review and revenue forecasting activities.
- Ability to accommodate up to 30-70% travel (including overnight travel)



## Qualifications

- Essential 5 years in channel management and understanding how to contract/sell via a partner channel in Pharmaceutical industry
  - Customer Service
  - Relationship Building
  - Problem Solving
  - Organization Skills
  - Setting & Achieving Goals
  - Analytical Skills
  - Technical Knowledge
  - University degree
  - Excellent interpersonal and communication skills Oral/Written Communications
  - Track record that demonstrates personal initiative, and the ability to overcome significant challenges
  - Demonstrates strong personal ethics and responsibility to purpose
  - Fluent in English, any other languages will be an asset.
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- **Submission of your application:**

Please send your application in English via email to [HR-CH@adacap.com](mailto:HR-CH@adacap.com). Your application shall include all the information you consider relevant, and at a minimum, a motivation letter, your personal data, education, employment history, details on your current position as well as your salary expectations for this position. Please note that we will only reply to candidates that we wish to bring to the interview stage.

For further information on AAA, please visit our web site at [www.adacap.com](http://www.adacap.com) .