THERAPEUTICAL HEAD - GERMANY

About us:

Advanced Accelerator Applications is an innovative radiopharmaceutical company that develops, produces and commercializes Molecular Nuclear Medicine (MNM) products. AAA’s lead investigational therapeutic candidate, lutetium Lu 177 dotatate (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 21 production and R&D facilities able to manufacture both diagnostics and therapeutic MNM products, and has more than 530 employees in 13 countries (France, Italy, UK, Germany, Switzerland, Spain, Poland, Portugal, The Netherlands, Belgium, Israel, the U.S. and Canada). AAA reported sales of €109.3 million in 2016 (+23% vs. 2015). AAA is listed on the Nasdaq Global Select Market under the ticker “AAAP”.

Due to its continuous growth, Advanced Accelerator Applications is looking for an experienced Therapeutical Head to be based in Bonn.

The main task of the Therapeutical Head will be to prepare the commercial launch of the compound Lutathera®, in the Gastro-Oncological field, and its diagnostic companion product Somakit. The Therapeutical head will have the responsibility to create, motivate, and manage the US marketing team and the sales force to ensure a successful launch for Lutathera and Somakit. The successful candidate will lead the German launch team in close collaboration with regulatory, R&D/medical, and the global marketing team.

This position will report directly to the Corporate Head of Marketing and Sales, with a dotted line with local AAA General Manager.

Principal Responsibilities

- Develop and execute Lutathera/Somakit’s launch plan in the Oncological NET indication on the German soil (Build the Key Account approach and secure the local pricing and reimbursement process)
- Develop and implement key marketing initiatives such as disease state education, promotional messaging, patient education as well tactics in support of the patient diagnostic strategy and reimbursement support
- Lead flawless implementation of all marketing tactics and programs
- Cultivate and maintain strong relationships with national key opinion leaders (KOLs) in the NET disease area
- Create, lead, manage, incentive the Sales Team to implement commercial tactics and monitor their effectiveness
- Assess launch effectiveness, understand opportunities improve commercialization, and develop initiatives to maximize launch potential (implement the CRM tool for MSLs and Sales reps)
• Develop and maintain strong relationships with other functional areas and internal strategic partners (i.e. Global Functions, Marketing/Sales, Medical, Regulatory, Clinical Development, Legal etc.)
• Manage Marketing & Promotional budget
• Develops all aspects of strategic and operational plans for Lutathera and Somakit. Includes defining market opportunities, business opportunities, positioning/messaging/campaign development, strategic pricing/access input.
• Serves as commercial leader and as active member of future global project teams responsible for overall development of AAA portfolio in Oncology
• Develops assumptions, reviews and validates sales and resource forecasts.
• Through deep insights into the customer, marketplace, competitors, and business drivers, define segmentation, target audiences for Lutathera and Somakit.
• Collaborates with legal, regulatory, and compliance stakeholders to ensure compliant development and execution of marketing initiatives

Qualifications

• 10 years of sales and marketing experience in the pharmaceutical or biotech industry, with experience in managing or launching an Oncological product in Germany
• Experience in marketing of orphan drugs and/or Oncological products is required
• Prior sales and/or sales management experience is mandatory
• A track record of developing and implementing marketing strategies and tactics that have delivered strong commercial results
• Experience in managing external agencies and vendors and managing promotional budgets
• Proven leadership skills and the ability to collaborate in a matrix environment
• Excellent interpersonal and communication skills
• Track record that demonstrates personal initiative, the ability to build high performing teams, and the ability to overcome significant challenges
• Demonstrates strong personal ethics and responsibility to purpose

Submission of your application:

Please send your application via email to HR-CH@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.