



## Oncology Sales & Business Analyst

### About us

Advanced Accelerator Applications (NASDAQ:AAAP) is an innovative radiopharmaceutical company developing, producing and commercializing molecular nuclear medicine theragnostics. AAA's theragnostic platform is based on radiolabeling a targeting molecule with either gallium Ga 68 for diagnostic use, or lutetium Lu 177 for therapy. AAA's first theragnostic pairing for neuroendocrine tumors includes diagnostic drugs NETSPOT® in the US and SomaKit TOC® in Europe; and therapeutic USAN: Lutetium Lu 177 dotatate/INN: lutetium (177Lu) oxodotreotide (Lutathera®), which is approved for use in Europe and currently under review with the FDA. Additional theragnostics in development target gastrointestinal stromal tumors (GIST), and prostate and breast cancer. AAA is also an established leader in molecular nuclear diagnostic radiopharmaceuticals for PET and SPECT, mainly used in clinical oncology, cardiology and neurology. Headquartered in Saint-Genis-Pouilly, France, AAA currently has 20 production and R&D facilities, and more than 600 employees in 13 countries (France, Italy, the UK, Germany, Switzerland, Spain, Poland, Portugal, The Netherlands, Belgium, Israel, the US and Canada). AAA reported sales of €109.3 million in 2016 (+23% vs. 2015) and €69.2 million in 1H17 (+27% vs. 1H16).

Due to continued growth, we are looking for an **Oncology Sales & Business Analyst** to join our US team.

### Core Responsibilities:

The Oncology Sales Operations and Business Analyst (SOP) will work closely with the US Commercial Leadership Team (CLT) for Lutathera and NETSPOT, Global Marketing and other stakeholders (Medical Affairs, Market Access, Training, etc.) to ensure alignment on the Corporate and US strategy into effective promotional programs and tools. This individual will also work closely with all key stakeholders to support an effective launch of Lutathera and NETSPOT in the US. The SOP will lead initiatives, with cross-functional team input, to support sales planning & business and sales/market analysis. This individual will help execute against the launch and life-cycle plan to meet the broader corporate objectives. The SOP will work with the Vice President of Sales and Marketing, the Head of Pricing and Market Access, Product Management and the Sales Management Team to ensure effective and efficient processes within the organization. In this newly created role, the team will look to the SOP to help establish/streamline policies and procedures throughout the department, support best practices in sales forecasting, reporting, and communications. As the SOP, your responsibilities would include data analysis, reporting, market research, competitive analysis, planning, and sales process optimization.

### Responsibilities

- All aspects of field force operational planning and targeting, CRM (Veeva) implementation, Incentive Compensation planning and evaluation
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- Assist with market analysis, sales forecasting and tracking, budget preparation and tracking
- Coordinate US Product Management and Market Access and Pricing to ensure field associates have the tools they need to ensure success
- Develop presentations that analyze sales and marketing activities and determine appropriate ROI metrics
- Manage US Congress Activity
- Develop presentations and dashboard reports that analyze sales and marketing activities and achievements from Veeva analysis
- Executive reporting of sales and marketing results, key metrics and KPIs, campaign tracking and analysis, and ad hoc strategic analysis.
- Conduct periodic needs assessments with key customers to tailor and communicate customer insights to the CLT.
- Ethics And Compliance
- Works within Ethics and Compliance policies and ensures those around him/her do the same
- Works to ensure a diverse and inclusive environment free from all forms of discrimination and harassment

### **Requirements**

- Bachelor's degree (preferably in Life Sciences, pharmacy, or a Business/Finance related discipline)
- 2 years of Sales Operations and/or Business Analyst experience at a Pharmaceutical Company
- Must have a high degree of understanding of the role and needs of a sales force and for the value of good insights and data
- Must have experience of working with Veeva or a similar CRM tool

### **Submission of your application:**

Please send your application in via email to [recruitment-US@adacap.com](mailto:recruitment-US@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 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.

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