Our client, a global leader in nuclear medicine, is at the forefront of innovation in the development and manufacturing of GMP-grade radioisotopes and radiopharmaceuticals. We are seeking a dynamic and entrepreneurial professional to spearhead the establishment of our European Commercial organization in select pilot markets:

Country Manager Central Europe (m/f/d)

Tasks / Main Responsibilities:

- Network Development: Establish and maintain relationships with top Key Opinion Leaders (KOLs) and relevant stakeholders in pilot markets.
- Corporate Strategy Implementation: Execute the corporate commercial strategy to ensure a successful product launch of a groundbreaking radiopharmaceutical drug.
- Market Access & Reimbursement: Secure market access and reimbursement for the new product across the target markets.
- Team Building: Recruit, train, and lead a high-performing sales team to drive product success.
- Stakeholder Engagement: Foster strong partnerships with healthcare providers, regulatory bodies, and industry influencers.
- Performance Monitoring: Track and report on key performance indicators to measure the success of market entry and product adoption.

Education / Experience / Skills / Personality:

- MSc in Economics, Business Administration, or a Scientific degree in Natural Sciences, (E-)MBA or PhD is an advantage.
- Minimum of 10 years of experience in leadership roles in the Pharmaceutical/Biotech industry.
- Proven track record in commercial, marketing, and supply chain functions.
- Demonstrated experience in leading successful product launches.
- Strong strategic thinking and execution capabilities.
- Excellent networking and relationship-building skills with KOLs and stakeholders.
- Comprehensive understanding of market access and reimbursement processes.
- Exceptional leadership and team-building skills.
- Proficiency in performance monitoring and KPI tracking.
- Highly motivated and entrepreneurial mindset, excellent communication and interpersonal skills.
- Strong problem-solving and decision-making abilities.
- Fluency in German and English.

If you are interested in this exciting job opportunity, then please forward your application (CV, reference letters) per Email to Mr. Thomas Heeger. We will treat your application with strict confidentiality.

DELTACON GmbH - Executive Search & Recruiting
Thomas Heeger
Küsnachterstrasse 35b · CH-8126 Zumikon/Zürich
+41 79 7863880 · heeger@deltacon.com