

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

## Regional Commercial Director (m/f/d)

### Tasks / Main Responsibilities:

- Network Development: Establish and maintain relationships with top Institutions and Key Opinion Leaders (KOLs), build network with 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 Diagnostics or Pharma/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, other languages a plus.

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.