



Santhera Pharmaceuticals (SIX: SANN) is a Swiss specialty pharmaceutical company focused on the development and commercialization of innovative pharmaceutical products for the treatment of orphan mitochondrial and neuromuscular diseases.

In September 2015, our leading product Raxone® (idebenone) received European Marketing Authorization in the treatment of patients with LHON (Leber's Hereditary Optic Neuropathy). Raxone® is not only the first and only medicine approved for this condition, but it is also the first medicine approved for any mitochondrial disorder.

The company currently develops Raxone® in other areas of high unmet medical needs, like the treatment of Duchenne Muscular Dystrophy (DMD) and Primary Progressive Multiple Sclerosis (PPMS). In addition, Santhera's pipeline includes omigapil, an investigational drug with anti-apoptotic properties, a compound in development to address unmet medical needs for patients with Congenital Muscular Dystrophy (CMD).

For more information, please visit the company's website [www.santhera.com](http://www.santhera.com)

We are currently looking to hire a:

### **Regional Manager – Spain**

To be based home-office, preferably in Madrid area

### **Scope of Work**

The role reports to the General Manager South European Cluster and collaborates closely with the field based Cluster Regional Managers and with Marketing Manager and the Medical Director in the Cluster.

The role is responsible for Raxone® (idebenone) approved indication and preparatory work related to future indication(s) in the assigned territory. Core activities are (but not exclusively) inform and educate customers (hospitals, pharmacies and other 3rd parties) about in-label diseases and therapeutic options involving Raxone® according to the local strategy and sharing best practices, achieve countries KPIs including those related to new and active patients on drug, identify and target key stakeholders to move them all upstream in the adoption curve and finally perform as a responsible and contributing member of the Cluster Team (which is managed out of Italy and it is consisting of Italy, Spain, Portugal, Greece and Malta as per South European Cluster – SEC).

### **The responsibilities for this role include the following:**

- Implement & manage operational plans within approved budgets as derivative of the overall cluster strategy and in line with the international guidelines
- Contribute to the development and then implement educational strategies for key stakeholders and referral networks
- Build/maintain excellent relationships with all stakeholders included in the target (physicians, head of departments, pharmacists, payers) and fulfil their requests for information and/or expertise
- Meet on plan, according to internal guidelines and regulations, with targeted stakeholders to gain full understanding of their needs and expectations to support their medical decisions for the best patients outcome
- Complete administrative requirements, provide feedback, and comply with guidelines and policies
- Attend meetings and training sessions; be responsible for keeping the acquired scientific knowledge level up to highest standard.
- Spend up to 80% of time in the territory and travelling throughout Spain

**Required background and experience:**

- Minimum 5 years of experience in specialty market, preferably as MSL or educated KAM in rare disease area
- Minimum 5 years of experience in introducing and managing products inside hospitals maintaining relationship with all key stakeholders at all levels (HCPs, payers, pharmacists, etc)
- Demonstrated ability in managing both scientific and commercial topics in the same time
- Proven experience in senior key pharmaceutical stakeholders management
- Additional experience in special assignments in medical or marketing will be considered a plus
- Experience in managing people in sales organizations/teams will be considered a plus
- Knowledge of local guidelines and regulations, especially referred to stakeholders interaction, working knowledge of country regulation as referred to access would be very appreciated
- Bachelor degree or comparable level of experience/education
- Preferably life-science education, business education will be considered acceptable only if working experience is relevant

**Required competencies and skills:**

- Excellent communication and interpersonal skills
- Project management, planning and organizing
- Work independently in a large geographical area
- Dealing with ambiguity, decision making, coping with change
- Drive for results, solution oriented, focus on the bottom line
- Personal resilience, perseverance, energy and drive
- Self-motivation, able to work independently as well on cross-functional teams
- Motivating/influencing others, negotiation
- Fluency in Spanish (native speaker) and good command of English, both written and oral
- Adequate computer skills, including Microsoft Office (Word, Excel and PowerPoint), CRM system (e.g. Veeva) and use of new media

If you are interested to apply for this role, please send your CV to: [career@santhera.com](mailto:career@santhera.com)

**Please do note that only suitable candidates will be contacted.**

**Strictly no agencies**

Recruitment agencies are kindly invited to refrain from sending to Santhera unsolicited CVs.