



Santhera Pharmaceuticals is a Swiss specialty pharmaceutical company committed to developing and commercializing innovative medicines to meet the needs of patients living with rare and other diseases with high unmet medical needs.

At Santhera, our people are the driving force behind our success. Our collective loyalty, courage, and resilience set us apart and help us thrive through change as a collaborative team. We create a purposeful workplace where your contribution matters, growth is fostered, and together we make a real impact for those living with rare diseases and for each other.

Come and join our team to contribute to providing treatment options for patients with rare diseases that have a severe impact on the lives of affected children and adults. You can make a difference as:

Field Medical Manager

Location: Italy North

Who you are

You are a scientifically driven and field-oriented Medical Affairs professional with a strong ability to build trusted relationships across the healthcare ecosystem.

You bring solid experience in Medical Affairs and external engagement, and you thrive in a dynamic, entrepreneurial environment where autonomy, ownership, and collaboration are key.

You are comfortable working in the field, engaging with Key Opinion Leaders and stakeholders, while also contributing strategically to medical plans and cross-functional initiatives.

Experience in rare diseases is highly valued, but we are also open to strong candidates from broader pharmaceutical backgrounds who demonstrate agility, curiosity, and a willingness to learn.

Scope of Work

The Field Medical Manager, North Italy, is a field-based Medical Affairs role responsible for supporting the successful launch and long-term medical leadership of an orphan medicinal product in a rare disease setting. The role combines deep scientific expertise, external stakeholder engagement, and cross-functional collaboration to help shape the medical environment and support patient care in Italy.

This position is ideal for a seasoned Medical Affairs professional with strong rare disease experience, a passion for scientific engagement, and a proven ability to operate effectively in a lean, entrepreneurial environment. The successful candidate will play a key role in generating medical insights, building trusted relationships with external experts, and partnering with internal teams to support launch readiness and sustainable product adoption.

Key accountabilities include:

- Serve as the in-field medical expert for the therapy area and product in Italy, ensuring scientific excellence and alignment with local and global Medical Affairs priorities
- Execute the local field medical plan to support launch readiness, stakeholder engagement, and long-term value creation in a rare disease setting
- Develop and maintain trusted, compliant relationships with key opinion leaders, referral centres, investigators, and other relevant stakeholders across the Italian healthcare ecosystem
- Deliver high-quality scientific exchange and gather actionable medical insights to inform strategy, evidence generation, and cross-functional decision-making
- Support launch-critical medical activities, including disease awareness, stakeholder mapping, advisory interactions, congress planning, and medical education initiatives
- Contribute to scientific communications, educational materials, publications, and other non-promotional initiatives aligned with the medical plan
- Provide expert medical input to cross-functional teams, including market access, commercial, regulatory, and clinical development, in line with applicable regulations and company procedures
- Support clinical research and evidence generation activities in Italy, including investigator engagement and site interactions where appropriate
- Maintain a strong understanding of the therapy area, patient journey, competitive environment, and evolving standards of care through continuous learning and scientific engagement
- Ensure full compliance with internal policies, local codes of practice, and all applicable regulatory requirements

Key Responsibilities

- Plan and deliver field-based Medical Affairs activities in line with the Italian medical strategy and launch objectives
- Build and sustain peer-to-peer scientific relationships with healthcare professionals, expert centres, and key stakeholders in the rare disease community
- Collect, analyse, and communicate medical insights from the field to support strategic planning and evidence generation
- Support and deliver scientific education initiatives for healthcare professionals, patient advocacy stakeholders, and internal colleagues
- Provide medical support for pre-launch and launch activities, including advisory boards, congresses, medical meetings, and stakeholder engagement plans
- Respond compliantly and accurately to medical and scientific enquiries related to the disease area and product
- Review and provide medical input to materials and initiatives to ensure scientific accuracy, balance, and compliance
- Support local evidence generation and research activities in collaboration with investigators and relevant internal teams
- Contribute to publication planning and scientific dissemination activities to advance disease awareness and medical understanding
- Deliver therapy area and product training to internal stakeholders and act as a trusted scientific partner across the organization
- Work effectively in a lean, agile start-up environment, demonstrating autonomy, accountability, and a collaborative mindset

The Job Holder is part of the Italian team and reports to the Medical Affairs Director Italy, working in close partnership with cross-functional local and global stakeholders to support the launch and optimal use of Santhera's orphan product in Italy.

The Job Holder is expected to complete all required training and to operate in full compliance with the SOPs, policies, and training matrix applicable to the role.

Required Qualifications & Experience

- Advanced scientific degree required; MD, PharmD, PhD, or equivalent life sciences qualification preferred
- Solid experience in Medical Affairs, including strong field medical experience in specialty care and/or rare diseases
- Proven ability to engage credibly with healthcare professionals, expert centres, and external stakeholders through high-quality scientific exchange
- Previous experience supporting or contributing to launch activities for an orphan drug or innovative specialty product is highly desirable
- Good understanding of the Italian healthcare environment, including referral pathways, stakeholder dynamics, and access considerations in rare diseases
- Experience working successfully in a lean, entrepreneurial, or start-up environment is an advantage
- Willingness to travel extensively across Italy as required by the role
- Fluent in Italian and English, both written and spoken

Key competencies

- Strong scientific communication and presentation skills, with the ability to adapt complex information to different audiences
- Strategic mindset combined with strong execution and attention to detail
- Ability to build credibility and trusted partnerships with external experts and internal stakeholders
- High level of autonomy, accountability, and resilience in a dynamic environment
- Strong planning, prioritization, and organizational skills
- Collaborative approach and ability to work effectively across cross-functional teams
- Sound judgement, integrity, and commitment to compliance and patient centricity
- Ability to connect scientific detail with broader strategic objectives
- Entrepreneurial, proactive, and solution-oriented mindset
- Strong learning agility and genuine interest in rare diseases and innovation

If you are interested in a multicultural, challenging, and innovative working environment and your profile matches our requirements, we are looking forward to receiving your online application in English via LinkedIn or Email, at career@santhera.com

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