



Santhera Pharmaceuticals (SIX: SANN) is a Swiss specialty pharmaceutical company focused on the development and commercialization of innovative medicines for rare neuromuscular and pulmonary diseases with high unmet medical need.

Santhera has an exclusive license for all indications worldwide to vamorolone, a first-in-class dissociative steroid with novel mode of action, which was investigated in a pivotal study in patients with DMD as an alternative to standard corticosteroids. The Company plans to complete the ongoing rolling submission of its filing for approval for vamorolone with the US FDA in Q2-2022. The clinical stage pipeline also includes lonodelestat to treat cystic fibrosis (CF) and other neutrophilic pulmonary diseases. Santhera out-licensed rights to its first approved product, Raxone® (idebenone), outside North America and France for the treatment of Leber's hereditary optic neuropathy (LHON) to Chiesi Group.

For further information, please visit the Company's website www.santhera.com

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:

National Director, Field Medical Affairs

a field-based position for our North America business on a full-time basis.

Scope of Work

Reporting to the VP, Medical Affairs, North America, and working in close collaboration with Santhera colleagues, the **National Director, Field Medical Affairs** will play a critical role in the organization with responsibility for the build, management and evolution of the field medical (FMD) group, inclusive of hiring and retaining top talent, and ensuring the team is optimally positioned geographically and fully data conversant. Further, this position is responsible for the development and oversight of compliant execution of the field medical component of the overall medical plan through both individual contribution and the compliant activities of the field medical (FMD) team.

The incumbent and the field team he/she directs will work closely both within the medical affairs group and across the Santhera organization to identify opportunities and execute strategies and plans with key opinion leaders (KOLs) and other health care professionals within focused therapeutic area. Further, the incumbent will have significant focus on the development of medical/payer strategies and tactics, in conjunction with market access, to build a network of payer relationships, and identify data to inform formulary considerations.

This position will have a strong outward facing presence, managing a small territory, working with his/her team at key centers, and leveraging relationships within both the KOL/HCP and Payer communities. Significant travel is anticipated as part of this critical role.

The core responsibilities are:

- Develop and execute comprehensive, integrated field medical plans and tactics for Santhera's portfolio.
- Build and manage a team of field-based personnel involved in scientific exchange of information relevant to Santhera's disease areas of interest and both investigational and approved products.
- Monitor and assess performance and competencies, coach and develop individuals in the team to ensure effective, efficient and compliant execution of plans.
- Collect, interpret, and channel inquiries and insights from the medical community to relevant Santhera functions, including "voice of the customer" feedback, insights, and competitive/scientific intelligence.

- In conjunction with the head of medical information, provide truthful, accurate, and scientifically supported information in response to unsolicited medical information requests from HCPs requesting field medical follow up
- Develop and implement capture of Key Performance Indicators (KPI), to serve as communication of field progress, to internal stakeholders
- Contribute, as requested, to the design and execution of US-focused clinical and scientific projects.
- In collaboration and under the request and direction of others, assist in the identification of potential sites clinical trials or projects.
- Appropriately support and guide field medical team in evidence generation, inclusive of Investigator Initiated Research (ISR) according to guidelines/policies.
- Provide field medical, expertise and input to other areas of Santhera, North America; including appropriate input into commercialization and launch strategies, promotional materials review, patient advocacy, business development, internal and external training and education, access and reimbursement submissions, and more.
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- This is a field-based position that may be served remotely.
- Requires up to 80% travel within North America and 5% travel internationally.

Required background and experience:

- MD, PharmD, or PhD required.
- 10+ years’ experience in Medical Affairs, including at least 5 years management experience is required. Prior leadership of teams through launch is strongly preferred.
- Experience in areas of Rare Disease, Neurology or other innovative and complex specialty conditions and therapies is strongly preferred.
- Experience building, leading and managing a team of field medical professionals.
- Experience with rare and ultra-rare diseases, especially in a launch setting is highly preferred.
- Experience building and maintaining appropriate external relationships for common interest.
- Experience in leading/interfaces with Canadian medical teams preferred.

- Highly skilled in influencing cross-functional teams, including interfacing with key internal and external stakeholders and with scientific and commercial teams.
- Experience with communicating clinical presentations effectively with key stakeholders, patient organizations, and opinion leaders, including but not limited to advisory boards, congresses, investigator meetings, payer accounts bringing credible scientific exchange in all forums.

Required competencies:

- Extensive management experience, particularly in launch execution.
- Deep clinical knowledge and an ability to learn new science rapidly.
- Ability to present and articulate clinical and scientific information clearly and with conviction.
- Deep knowledge of payer landscape, and mechanics of formulary consideration in both private and public sectors.
- Exceptional communication skills. Effective and experienced presenting in front of all teams, including scientific audiences, senior, and executive leadership.
- Deep knowledge of the regulatory landscape for pharmaceutical products.
- Proven strong strategic and analytical abilities.
- Comfort with and ability to input and track activities and relevant key performance indicators.
- Proven strong abilities to build and maintain external relationships for common interest, as appropriate.
- Ability to creatively solve problems with an appropriate sense of urgency.
- Ability to take incomplete and ambiguous information to develop and execute strategies.
- Comfort and ability to travel extensively, mainly domestically, with potential for occasional ex-US travel.
- Strong people and organizational skills.
- Excellent written and verbal English communication skills.
- Team player, collaborator, flexible and highly adaptive to change.
- A passion for serving patients and their unmet medical needs.

If you are attracted by this exciting opportunity and the prospects of joining a motivated international team operating on a global level, please send your CV and motivation letter mentioning the position “**National Director, Field Medical Affairs**” as the subject by email to: careersNAM@santhera.com

Santhera Pharmaceuticals is committed to creating a diverse workforce and providing equal employment opportunities to all employees and applicants for employment without regard to race, color, religion, sex, sexual orientation, gender identity, gender expression, parental status, national origin, age, disability, citizenship status, genetic information or characteristics, marital status, status as a Vietnam era veteran, special disabled veteran, or other protected veteran in accordance with applicable federal, state and local laws, and any other characteristic protected by law.

Strictly no agencies

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