



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.

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

Regional Manager North Rhine Westfalia – Germany (remote)

Scope of Work

The **Regional Manager North Rhine Westfalia** is responsible for (but not exclusively): inform and educate customers (hospitals/ physicians and pharmacies) about Duchenne muscular dystrophy and therapeutic options involving our new product (as of regulatory approval), 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.

The role reports to the Field Operations Manager Germany & Austria.

The core responsibilities are:

- 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 stakeholders 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 patient's 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.

Required background and experience:

- Minimum 3 years of experience in specialty market, preferably as KAM in rare disease area
- Minimum 3 years of experience in introducing and managing products inside, preferably in children's hospitals.
- Demonstrated ability in managing both scientific and commercial topics at the same time.
- Additional experience in special assignments in medical or marketing 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's degree or comparable level of experience/education according to German AMG paragraph 75

Required competencies:

- Excellent communication and interpersonal skills
- Project management, planning and self-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
- Fluent in German (native speaker) and knowledge of English, both written and oral
- Adequate computer skills, including Microsoft Office (Word, Excel and PowerPoint), CRM system (e.g. Veeva)

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 "**Regional Manager North Rhine Westfalia – Germany**" as the subject by email to: career@santhera.com.

Strictly no agencies

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