



Santhera Pharmaceuticals is a Swiss specialty pharmaceutical company focused on medical science and the development and commercialization of innovative pharmaceutical products for the treatment of rare neuromuscular 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

(Senior) Manager Commercial Partnerships (80-100%)

Location: HQ Pratteln (CH)

Scope of Work

The (Senior) Manager Commercial Partnerships reports to the Head of Marketing and Commercial Partnerships and is responsible for supporting the geographic expansion and commercialization for Santhera's products.

As part of this role, the individual will be responsible for driving the commercialization of Agamree®, our flagship product, through partners in selected geographies. This may include the identification, evaluation, prioritization, negotiation and management of commercial distribution partnerships.

For this position, we can consider candidates at **Manager** or **Senior Manager** level.

Responsibilities include, but are not limited to:

- In alignment and coordination with Head Marketing & Commercial Partnerships, identify and evaluate potential Commercial Partners in areas where Santhera or existing partners are not (yet) active.
- In collaboration with internal functions and Senior Santhera Management, negotiate and finalize partner contracts, and manage partner relationships and day-to-day operations.
- Work with partners and internal functional leads to develop corresponding forecasts and budgets and monitor performance.
- Support implementation of Market Access activities for partner markets; coordinate efforts with Medical Affairs, Patient Advocacy, Marketing and Regulatory to ensure scientific communication, medical education, KOL engagement, Early Access Programs (where applicable), and patient advocacy group activities, all supportive to successful price and reimbursement negotiations.
- Coordinate with company's Legal, Finance, Supply Chain and Pharmacovigilance to support optimal coordination and aligned business processes.
- Ensure compliance of partner and employees to relevant regulations and SOPs.

Additional Tasks of the Function

- Proactively identify, evaluate, and prioritize commercial development activities outside of existing Santhera or contracted partner territories.
- In collaboration with partners, manage all aspects of operational and strategic pricing in its assigned territory: tenders, contractual agreements and pricing negotiations with authorities.
- Support development of pricing and market access strategies for new indications at global level.
- In collaboration with internal functions, ensure development and review of market access related materials including P&R dossiers and value dossiers.
- Facilitate and support rolling out EAP programs as feasible in key areas for in alignment with ComOps and Supply chain leadership.
- Build and maintain professional network with local agencies and other relevant institutions and organizations, including potential marketing partners for future scopes.
- Obtain and maintain in-depth knowledge on all aspects of the therapeutic areas relevant to company's products.
- Obtain and maintain in-depth knowledge of guidelines, codes of practice, relevant local law, internal policies and SOPs related to compliant execution of job-related processes.
- Manage department budget in alignment with other colleagues.

Required Qualifications & Experience

- University degree in scientific areas and/or business-related disciplines.
- Mandatory minimum 7 years of relevant work experience in medical affairs, market access, commercial development in the pharmaceutical industry or related fields.
- Preferably orphan drug experience.
- Fluent in English (written & spoken), additional languages a plus.
- IT proficiency.
- Availability to travel at least 25% of the working time.

Required Competencies

- Strong adherence to company values and patient-focus.
- Customer- and service-oriented behavior and attitude.
- High analytical skills, especially with regard to understanding and interpretation of scientific research data and literature.
- Excellent verbal and written communication, ability to translate complex science into easy-to-understand language.
- Excellent interpersonal skills and ability to work cooperatively within a small cross-functional team and across cultures.
- Self-motivation and ability to take rapid decisions.
- Excellent problem solving, organizational and negotiating skills.
- Ability to identify priorities and manage deliverables.
- Strong sense of ownership and ability to inspire team members to drive optimal performance.

For this position, the relevant working/residency permit or Swiss/EU-Citizenship is required.

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 please email it to career@santhera.com

Strictly no agencies: Recruitment agencies are kindly invited to refrain from sending unsolicited CVs.