



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:

Regional Manager UK

Location: UK, Remote

Who you are

We are seeking a highly motivated and experienced commercial Regional Manager to join our dynamic team. This individual contributor role is crucial to support patient access and uptake of our new medicine.

The successful applicant will be comfortable working within a large geography, with a disciplined key account approach to develop a close network of Opinion Leaders, Physicians, pharmacists and allied healthcare professionals.

Scope of Work

Santhera Pharmaceuticals is recruiting for a Regional Manager UK (RM), a customer facing field-based sales role, responsible for gaining access in key strategic hospital accounts through timely formulary approval and to drive uptake through favourable positioning. The RM will prioritise business opportunities where initiatives can deliver the optimal return. Further, the RM will develop, implement, and track account plans to achieve account goals in line with the country operating plan.

The RM will be joining a small UK team, sharing best practice and contributing as a responsible and patient focused core team member. This exciting new position reports to the Head of Marketing & Field Operations UK & Ireland.

Key Responsibilities

- This is a field based and predominantly customer facing role, both in person and virtually. The Regional Manager will be expected to actively manage hospital accounts, prescribing and follow up.
- To develop, implement & manage account plans in line with the overall country operation plan.
- Drive patient access through formulary inclusion whilst building customer confidence and experience.
- Build/maintain excellent relationships with stakeholders both internally and externally.
- Complete all administrative requirements, provide feedback, and comply with all guidelines and policies
- Attend meetings, exhibitions at a regional, national and occasionally international level.
- Be responsible for keeping their scientific knowledge level up to highest standard.

Required Qualifications & Experience

- Minimum 5 years of experience in Biotech / Pharmaceutical Sales.
- Must be ABPI accredited.
- Experience launching products is essential with demonstrable formulary success and pull through a must.
- Demonstrated ability in understanding and articulating complex concepts.
- Proven, documented track record of delivering excellent sales results.
- Strong clinical and account selling; an analytical and strategic planner.

Desirable Qualifications & Experience

- Previous experience in the Therapeutic Area or Rare Disease is highly desirable.
- Additional experience in special assignments in medical or marketing will be considered a plus.

Required Competencies & Skills

- Excellent verbal and written communication and interpersonal skills.
- Project management, planning and organizing.
- Work independently in a large geographical area.
- Is curious, can deal with ambiguity and will make informed decisions with their line manager.
- Motivated, solution oriented, resilient, energy and drive.
- Proficient in IT, including email, Microsoft Office and CRM systems.
- Be located within the defined geography, with the ability to travel as required.
- Valid driver's license and clean driving record.

For this position, the relevant working/residency permit or UK/Irish-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 Email, at career@santhera.com

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