

Our client is one of the largest research-based biopharmaceutical company in the world.

His worldwide leading approach to address unmet medical needs for patients with life-threatening diseases is revolutionary: In both blood cancers and solid tumours, there is an urgent need for new treatments. The global operating enterprises of our clients recently launched a pioneering cell therapy in order to cure life-threatening hematologic cancer diseases.

We are looking for a

Therapeutic Specialist (m/f/d) - Oncology

Standort: Greater Leipzig Area
Kennziffer: 26804

Your tasks

- Prepare business plan for your territory aligned to local cancer alliance priorities for mTNBC, communicate required actions to achieve goals. With guidance, initiate systems to monitor sales progress and action plans.
- Responsible for identifying and mapping out patient referral pathways within the cancer alliances on your territory and facilitating patient access to treatment.
- Responsible for achieving sales targets in assigned territory.
- Responsible for working in partnership with Regional Market Access, Medical and Customer Network Manager colleagues to ensure local access is in place for the companies medicines.
- Establish and develop business relationships with key customers, accounts and relevant key opinion leaders. Responsible for setting and achieving customer contact plans and delivering on related KPIs.
- Manage territory budgets for customer contacts, speaker events and other miscellaneous external expenditures.
- May represent company at professional events and promote company products at such events.
- Work co-operatively with the companies Medical Scientists, National Account Managers, Marketing and Market Access on various cross-functional projects.
- Assist in the identification and resolution of issues and opportunities, communicate proactively to Marketing and Sales management.

Your qualifications

- The ideal candidate will have a passion for commercializing this breakthrough medicine, a strong competitive and commercial mindset, robust scientific acumen and a patient centric approach.
- Experience in an oncology specialist therapy area is required
- Long experience with solid tumors and especially in the therapeutic field of breast cancer is preferred
- Excellent understanding of relevant targeted therapies and personalized medicines based on different biomarkers is critical.
- Must have sound scientific expert knowledge and be able to stay on top of all relevant new emerging data
- Must be able to understand and digest original publications and talks
- Must have strong interpersonal skills with the ability to lead and build working relationships internally and externally.
- Must have proven expertise in building interpersonal relationships, along with strong influencing and negotiating skills.
- Must have proven experience in account planning and cross-functional account management approach.
- Must be self-motivated and able to work with a general level of autonomy and independence.
- Must be familiar with industry trends and remain current with competitors' resources and practices.
- Must demonstrate solid analytical skills, be able to identify and understand moderate to complex issues, problems and interpret information in a manner that provides appropriate recommendations to management and specialists.
- Must be able to work in cross-functional teams.
- Pharmareferentenausbildung (or equivalent qualification through academic studies)
- Must be a German native speaker with fluent English skills (written and spoken)

Seit 2003 vermittelt Optares Medical erfolgreich Fach- und Führungskräfte an Unternehmen der pharmazeutischen, biotechnologischen und medizintechnischen Industrie. Dabei profitieren Sie als Kandidat (m/w/d) durch unsere langjährige Branchenexpertise und unser weit reichendes Netzwerk zu den jeweiligen Entscheidungsträgern. Wir ermöglichen Ihnen somit den Zugang zu passgenauen Positionen inklusive echten Herausforderungen und entsprechenden Weiterentwicklungsmöglichkeiten.

Die professionelle, diskrete und transparente Betreuung unserer Kandidaten (m/w/d) während des gesamten Bewerbungsprozesses steht dabei für uns im Mittelpunkt.

Ihre Ansprechpartnerin

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Folgen Sie uns auf

