



Santhera Pharmaceuticals is a Swiss specialty pharmaceutical company committed to developing and commercializing innovative medicines to meet the needs of patients living with rare and other diseases with high unmet medical needs.

At Santhera, our people are the driving force behind our success. Our collective loyalty, courage, and resilience set us apart and help us thrive through change as a collaborative team. We create a purposeful workplace where your contribution matters, growth is fostered, and together we make a real impact for those living with rare diseases and for each other.

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 operating across a wide geographical area in the Northern UK, 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 seeking a Regional Manager UK (RM), a customer-facing, field-based sales professional responsible for securing patient access in key strategic hospitals; driving product uptake and favourable positioning through the development and influence of Key Opinion Leaders and prescribers. This is a new role to further strengthen our growth plans and will primarily focus on the Northern UK region, with responsibility for developing and executing account plans across key strategic hospital within the territory.

The Regional Manager will identify and prioritize business opportunities that deliver the greatest return and will develop, implement, and monitor account plans to achieve account objectives aligned with the country operating plan.

As part of a small and collaborative UK team, the RM will share best practices, contribute to team success, and act as a responsible, patient-focused partner in achieving business goals. This exciting opportunity reports directly 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 RM 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 the development of key accounts through KOL's and their multi-disciplinary teams
- 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 working through the launch phase of NICE recommended specialised medicines
- 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
- Effective verbal and written communication skills and organised

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 communication and interpersonal skills
- Project management, planning and organizing
- Work independently in a large geographical area, including Northern England, Scotland and Northern Ireland
- 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
- Valid driver's license and clean driving record

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

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