



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:

Sr. Market Access & Commercial Manager

Location: Portugal

Duration: 6 Months Contract - Possibility of Extension

Scope of Work

Lead the market access and commercial strategy in Portugal, with primary accountability for achieving national pricing and reimbursement approval and subsequently ensuring rapid and sustainable patient access across the healthcare system. The role is responsible for aligning payers, physicians, hospitals and patient organizations to maximize access and secure successful market adoption.

Please note that this is a 6-month contract role with the possibility of extension.

Key Responsibilities

Pricing & Reimbursement Leadership

- Lead all activities required to achieve national pricing and reimbursement approval in Portugal.
- Secure national pricing and reimbursement approval in Portugal.
- Develop and execute the market access strategy in close collaboration with global and cross-functional teams.
- Build and maintain strong relationships with national and regional payers and key healthcare decision-makers.
- Communicate the clinical, economic and societal value of the product to support reimbursement negotiations.
- Monitor the healthcare environment and proactively identify and address access barriers.
- Ensure long-term sustainability and optimization of reimbursement conditions following approval.

Hospital Activation & Local Access

- Following reimbursement approval, drive rapid activation of key hospitals and treatment centers.
- Support formulary inclusion, procurement processes and local approvals.
- Identify and remove barriers to treatment initiation.
- Ensure timely and equitable access for eligible patients throughout Portugal.

Stakeholder Alignment

- Establish strong partnerships with key opinion leaders, treating physicians, hospital pharmacists and multidisciplinary teams.
- Engage with patient advocacy groups to support awareness and access initiatives.
- Foster alignment among physicians, patients and payers around the product's value proposition and appropriate use.
- Position the company as a trusted partner within the Portuguese healthcare ecosystem.

Commercial Leadership

- Develop and execute the national commercial strategy in line with business objectives.
- Prioritize key accounts and ensure excellence in customer engagement.
- Generate demand through scientific and value-based discussions.
- Monitor performance, patient flow and market dynamics to optimize execution.

Cross-functional Collaboration

- Work closely with Medical Affairs, Regulatory, Supply Chain and Global teams to ensure seamless execution.
- Collaborate cross-functionally with the different positions of the Iberian team, local vendors and advisors, and global teams to align regional actions with overall pre-launch and launch strategy.
- Provide strategic insights and recommendations to regional and global leadership.
- Represent the company with external stakeholders and at relevant scientific and industry forums.
- Monitor and report on market conditions, access barriers, competitive intelligence, sales performance, patient tracking and payer dynamics.
- Serve as the regional reference for access and commercialization efforts in assigned territories.
- Ensure full compliance with internal procedures and local regulations, especially in the context of rare diseases.
- Safeguard and enhance the company's reputation and credibility as a trusted partner in the DMD space

Required Qualifications & Experience

- Degree in life sciences, pharmacy, health economics or related field; advanced degree (MBA, MSc) is a plus
- Minimum 7 years of experience in market access, sales or key account management within the pharmaceutical industry
- Solid experience in the pricing and reimbursement process with INFARMED
- Solid track record in rare diseases or high-specialty hospital products

Required Competencies & Skills

- Demonstrated ability to work in small, agile teams and contribute beyond formal responsibilities
- Strong project ownership and proactivity in developing local initiatives
- Experience working cross-functionally in pre-launch and launch settings
- Fluent in Portuguese and proficient in English
- Based in Portugal, with availability for regular travel within the territory

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.