



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 – North Germany

Location: North Germany

Who you are

An experienced Key Account Manager with a strong track record in specialty pharmaceuticals and rare diseases, ideally within pediatric and hospital-based settings. You combine scientific credibility with commercial acumen, enabling you to build trusted relationships with physicians, hospitals, pharmacies, and other key stakeholders. Highly self-motivated and results-driven, you thrive in autonomous field-based roles, navigate complex healthcare environments with confidence, and are passionate about improving patient outcomes. With excellent communication, stakeholder engagement, and project management skills, you effectively drive adoption of innovative therapies while ensuring full compliance with local regulations and company standards.

Scope of Work

This role reports into the Head of Marketing & Field Operations, DACH. The core responsibilities are (but not exclusively): inform and educate customers (hospitals/ physicians and pharmacies) about Duchenne muscular dystrophy and therapeutic options involving Agamree® (as of regulatory approval), according to the local strategy and sharing best practices, achieve countries KPIs including those related to new and active patients on drug, identify and target key stakeholders to move them all upstream in the adoption curve and finally perform as a responsible and contributing member of the Cluster Team.

Key Responsibilities

- Implement & manage operational plans within approved budgets as derivative of the overall cluster strategy and in line with the international guidelines.
- Contribute to the development and then implement educational strategies for key stakeholders and referral networks.
- Build/maintain excellent relationships with stakeholders and fulfil their requests for information and/or expertise.

- Meet on plan, according to internal guidelines and regulations, with targeted stakeholders to gain full understanding of their needs and expectations to support their medical decisions for the best patients outcome
- Complete administrative requirements, provide feedback, and comply with guidelines and policies
- Attend meetings and training sessions; be responsible for keeping the acquired scientific knowledge level up to highest standard.

The Job Holder has the responsibility to train and comply with the SOPs indicated in the SOP training matrix for the respective job.

Required Qualifications & Experience

- Minimum 3 years of experience in specialty market, preferably as KAM in rare disease area
- Minimum 3 years of experience in introducing and managing products inside, preferably in children's hospitals
- Demonstrated ability in managing both scientific and commercial topics in the same time
- Additional experience in special assignments in medical or marketing will be considered a plus
- Knowledge of local guidelines and regulations, especially referred to stakeholders' interaction, working knowledge of country regulation as referred to access would be very appreciated
- Bachelor degree or comparable level of experience/education according to German AMG paragraph 75

Required Competencies & Skills

- Excellent communication and interpersonal skills
- Project management, planning and organizing
- Work independently in a large geographical area
- Dealing with ambiguity, decision making, coping with change
- Drive for results, solution oriented, focus on the bottom line
- Personal resilience, perseverance, energy and drive
- Self-motivation, able to work independently as well on cross-functional teams
- Motivating/influencing others, negotiation
- Fluent in German (native speaker) and knowledge of English, both written and oral
- Adequate computer skills, including Microsoft Office (Word, Excel and PowerPoint), CRM system (e.g. Veeva)

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 Email, at career@santhera.com

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