



POSITION DESCRIPTION

Job Description : VP Sales and Marketing

Type : Full-time

Location : USA – East Coast preferably

Date : Immediate

About Telix Pharmaceuticals Limited

Headquartered in Melbourne Australia (ASX:TLX) Telix Pharmaceuticals Limited is a Global company) with operations in Europe, the US, and Japan. Our mission is to be a leading, global biopharmaceutical Company in the field of “theranostic” radiopharmaceuticals. We are developing a mid-late stage pipeline of products in prostate, kidney and brain (GBM) cancer that will help our customers thrive in a changing world. We connect patients, providers, and payers, for seamless care coordination and patient management.

Description

The VP of Sales and Marketing is responsible for improving healthcare through diagnostic and therapeutic Oncology solutions that improve clinical outcomes. This role requires participation at all levels from tactical engagement with healthcare providers through strategic executive leadership. This is an exciting opportunity to set the strategy, build, create and develop the commercial organization. The role will be based in the USA and reports to the VP Commercial Operations and is expected to have extensive interaction with the USA staff and executive leadership .

Key Objectives: Drive a coherent commercial strategy, and optimize the use of resources to cover the market potential including building and scaling the US sales and marketing teams, lead account management activities to achieve the operating plan, provide leadership, develop quarterly, and yearly sales operating plans aligned with corporate goals. Monitor and analyze achievements against forecasts and expected success indicators.

Key Accountabilities:

- Build, scale, and lead the US Sales and Marketing teams
- Develop, execute, and lead rolling multi-year multi-faceted marketing and sales strategies for US market
- Ensure all financial matrix and performance exceed Corporate goals
- Leverages account management expertise to guide the efforts and coordinate resources to creatively integrate and provide solutions to maximize market potential
- Creates an environment of collaboration, uniting cross functional teams around common goals
- Motivate third party commercial activities to promote Telix products
- Develop an in-depth knowledge including key competitors, terminology, technology, trends, challenges through network relationships and other sources to continuously increase market knowledge, and proactively initiate change to address changing market condition



POSITION DESCRIPTION

Requirements:

- Preferred experience in Nuclear Medicine, Oncology or Urology
- Bachelor's degree, master's degree or degree of higher education preferred
- Minimum 10 year of related industry experience
- Proven comprehension in developing and driving the sales and marketing process from concept to revenue generation
- Accomplished national sales leader
- Documented record of exceeding sales targets
- Previous success scaling Sales and Marketing teams
- Knowledge of the US reimbursement
- Experience working with third party distribution networks
- Proficiency structuring sales operating plans to meet company goals
- Expertise managing a product launch
- Ability to motivate cross-functional teams
- Knowledge on Salesforce.com is a plus
- Travel up to 75% (domestic)

Personal Attributes:

- **Leadership** - Gains support around common goals by influencing and managing team members to drive the strategic initiatives
- **Problem Solving** - Develops alternative solutions. Gathers and analyzes information skilfully. Identifies problems in a timely manner. Resolves problems in early stages. Works well in group problem solving situations.
- **Teamwork** - Balances team and individual responsibilities. Contributes to building a positive team spirit. Exhibits objectivity and openness to others' views. Gives and welcomes feedback. Puts success of team above own interests.
- **Continuous Learning** - Assesses own strengths and weaknesses. Pursues training and development opportunities. Seeks feedback to improve performance. Shares expertise with others. Strives to continuously build knowledge and skills.
- **Planning & Organization** - Integrates changes smoothly. Plans for additional resources. Prioritizes and plans work activities. Sets goals and objectives. Uses time efficiently. Works in an organized manner.

Contact

For further details and information pertaining to compensation for the role, as well as expressions of interest, please contact Telix People and Culture at employment@telixpharma.com



Telix Pharmaceuticals Limited
ACN 616 620 369
Suite 401, 55 Flemington Road
North Melbourne
Victoria, 3051
Australia
