



# POSITION DESCRIPTION

**Job Description : Area Vice President of Sales**

**Type : Full-time**

**Location : USA – Central**

**Date : Immediate**

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## 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 Area Vice President of Sales is responsible for leading a team 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 leadership. This is an exciting opportunity to set the strategy, build, and develop an area commercial organization. There will be three Area Vice Presidents (East, Central, West) in the USA reporting 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 a commercial team, lead account management activities, provide leadership, training, and develop quarterly and yearly sales operating plans designed to exceed corporate goals. Monitor and analyse achievements against forecasts and expected success indicators.

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## Key Accountabilities:

- Build, scale, and lead the Area Sales and Marketing activities
- Develop, execute, and lead rolling multi-year multi-faceted marketing and sales strategies for the Area
- 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
- Create 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



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## Requirements:

- Accomplished leader
- Expertise managing a product launch
- Proven comprehension in developing and driving the sales and marketing process from concept to revenue generation
- Experience working with third party distribution networks
- Proficiency structuring sales operating plans to meet company goals
- 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
- Documented record of exceeding sales targets
- Previous success scaling Area Sales teams
- Knowledge of the US reimbursement
- 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 analyses 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](mailto:employment@telixpharma.com)

**\*\*\*PLEASE NOTE: TELIX WILL NOT BE OPERATING FROM FRIDAY 18 DECEMBER 2020 AND WILL REOPEN ON MONDAY 4 JANUARY 2021\*\***