



FIELD & PROJECT MANAGER RADIOLIGAND THERAPY

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Erkenningsnummer
VG. 1690/BO B-AB10.018.

ROLE PURPOSE

The Radioligand Therapy Field Manager is a key associate that has the responsibility of managing the lifecycle of the RLT product including the sales performance. As the Radioligand therapy field manager you will be responsible of the roll out of RLT launch plan in the focused hospitals through close interactions with the key hospital stakeholders involved in this new innovative treatment platform.

The Radioligand Therapy Field Manager is the face of our customer experience approach and builds deep relationships that deliver value for customers and patients in order to drive sales growth in a compliant and ethical manner.

RESPONSIBILITIES

- Develop and coordinate overall RLT strategy and strategic tactics in assigned key RLT accounts across Belux.
- Roll out of RLT launch plan in the focus hospitals by connecting key hospital stakeholder (Oncologists, Nuc Meds, Technologists, (radio) pharmacists, nurses,...)
- Covering the promotional activities of the RadioLigand Therapy portfolio
- Drive competitive Sales Growth by the skillful orchestration of positive customer experience
- Coordinate information for the key stakeholders at center level, and communicate with medical teams on the benefits and proper use of RLTs.
- Engage in value-based conversations (in-person and virtually) to understand critical customer challenges, decision-drivers, RLT product and patients barriers and opportunities and coordinate appropriate actions with the key internal company stakeholders.
- Collaborate compliantly with cross-functional teams to design and implement solutions that address unmet customer and patient needs
- Develop Deep Customer Insights and Understanding to uncover what is are their main drivers so that a tailored customer approach can be developed

YOUR PROFILE

- Project management
- Strong strategic and business acumen
- Being able to manage a complex and fast moving environment
- Ability to make quick, agile decisions in a high-tech environment
- Entrepreneurial mindset
- Fast learner
- Collaborative mindset
- Being able to work autonomously





- Experience in one of the following domains: Key Account management, Nuclear medicine field (+), Platform products (e.g. CAR-T, Cell&Gene), Sales, Medical or Medical Devices
- Language preferences: Dutch, French, English

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