



About ITM

ITM is a privately owned biotechnology and radiopharmaceutical group of companies dedicated to the development, production and global supply of targeted diagnostic and therapeutic radiopharmaceuticals and radioisotopes for use in cancer treatment. We are developing a proprietary portfolio and growing pipeline of targeted treatments in various stages of clinical development addressing cancers such as neuroendocrine cancers or bone metastases. Our main objectives are to significantly improve treatment outcomes and quality of life for cancer patients through a new generation of Targeted Radionuclide Therapies in Precision Oncology. The headquarters are located in the heart of the research center of the Technical University of Munich (TUM).

In the United States, ITM is expanding to support our growing portfolio and pipeline. We are building a high-performing commercial team to bring innovative radiopharmaceutical therapies to patients and strengthen our presence in oncology.

The Director, National Account Analytics & Operations, is responsible for supporting a radiolabeled therapeutic in oncology and supporting targeted national account analytics and data capabilities. This role supports national account strategy, capabilities, forecasting, rebate, GPO decision-making, and ensures accounts are operationally aligned with cross-functional partners and strategic pull-through dynamics.

Director, National Account Analytics & Operations

Your role

- Lead the National Account Operations.
- Design and manage workflows that reflect the operational requirements of radiopharmaceutical therapy while ensuring account materials and account data analysis are accurate, compliant, and up to date.
- Oversee targeted account reporting.
- Support management of National Accounts-related systems and applications, including CRM/Veeva reporting and vendor coordination.
- Ensure National Account materials are accurate, compliant and up to date.
- Support National Account analytics, forecasting, GPO, rebating and related applications for performance tracking.
- Evaluate account barriers and strategic initiatives to overcome them.
- Serve as a key interface across National Accounts, Medical, Commercial, Supply Chain, Legal/Compliance, Regulatory, and field teams.

Qualifications

- 10 + years of experience in National Accounts, Market Access or related roles within specialty pharma, oncology, nuclear medicine or rare disease.
- Experience working with national account data, CRM/Veeva systems, forecasting, related analytics, with the ability to synthesize complex information into insights that are clear, actionable, and tailored for both field teams and executive audiences.
- Working knowledge of U.S. national account dynamics across commercial and government channels.
- Experience supporting product launch or early commercialization preferred.
- Strong proficiency in PowerPoint, Excel.
- Experience with data visualization tools and programming languages preferred.

- Collaborate with internal partners to support launch readiness and ongoing program needs.
- Ensure account level data, and analytics activities comply with OIG guidance, FMV standards, HIPAA, and internal data governance policies.

What We Offer

- Competitive base salary.
- Comprehensive health benefits, including a medical plan with no employee premium and 100% company-paid dental and vision coverage.
- Annual bonus opportunity.
- 401(k) with company match.
- Generous paid time off and company holidays.
- An entrepreneurial environment with the opportunity to shape a high-growth U.S. business.

Salary Range (US) \$210,000 - \$245,000

The compensation range for this US role is listed above for a full-time employee. Actual salary will vary based on factors such as candidate's qualifications, skills, competencies, and demonstrated experience.

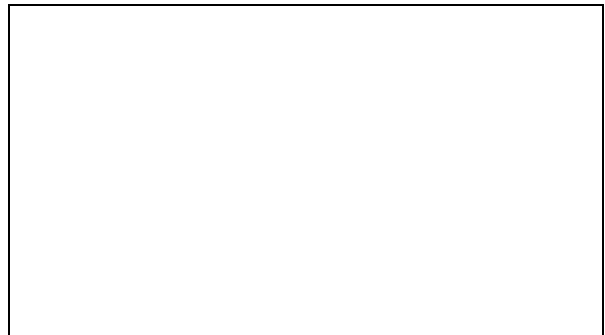
ITM is an equal opportunity employer. Qualified applicants are encouraged to apply and will receive consideration for employment without regard to race, color, religion, sex, sexual orientation, gender identity or expression, age, national origin, disability, veteran status, marital status, or any other characteristic protected by law.

If you are a qualified individual with a disability or a disabled veteran and are unable to apply for a position through our online application process, you may request a reasonable accommodation. To request assistance, please contact us at careersus@itm-radiopharma.com.

Apply now

More about ITM

With us, you will have the opportunity to work in an international environment on ground-breaking projects that can have a significant impact on cancer care worldwide. We are looking for dedicated, talented and passionate professionals who share our vision and want to help shape the future of oncology. If this exciting challenge appeals to you and you would like to contribute to realising our common goal, please do not hesitate to send us your application. We look forward to hearing from you!



For more information please visit: www.itm-radiopharma.com