



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).

We would like to fill the following permanent vacancy in a remote-based or hybrid working model as soon as possible

Head of Sales, West US (f/m/d)

Your role

- **Strategic Leadership:** Implement regional sales strategies aligned with

Your profile

- 5+ years of experience in Sales leadership roles, preferably within

national objectives to meet or exceed revenue targets and market share goals

- **Team Management:** Recruit, coach and manage a high-performing team of sales representatives responsible for demand generation and referrals for ITM-11
- **Sales Execution:** Oversee the execution of sales plans, key performance indicators and provide guidance to maximize individual and team performance
- **Customer Engagement:** Build and maintain strong relationships with key healthcare providers and decision-makers across the region
- **Compliance:** Ensure all activities comply with company policies, industry regulations, and legal guidelines, including promotional and ethical standards
- **Budget Management:** Manage regional budgets effectively, including travel, promotional activities and personnel expenses
- **Internal Coordination:** Collaborate and communicate appropriately with cross-functional partners to support the referral of appropriate patients to the treatment centers
- **Identify Opportunity & Risk:** Share customer and business/market insights to cross-functional partners to facilitate identification of business opportunities and mitigation of business risks
- **Travel:** This role will require the ability to travel within the assigned region, and, as necessary, travel to NJ Headquarters

oncology, specialty pharmaceuticals, or radiopharmaceuticals

- Experience launching innovative therapies in complex markets, with specialty therapeutics or diagnostics a plus
- Strong track record of building and managing high-performing teams
- Expertise in account management, sales execution, field-team recruitment
- Deep understanding of the US healthcare ecosystem, including oncology, with nuclear medicine and radio-pharmacy sector experience a plus
- Strong collaboration skills with excellent communication abilities
- Entrepreneurial mindset with a “launch-ready” mentality
- Bachelor’s degree or equivalent

Our offer

- Exciting challenges in an up-and-coming and fast-growing company with a high degree of creative freedom
- An open working atmosphere in an international corporate culture with short communication channels
- Comprehensive onboarding programme
- Flexible working hours with home office options
- Attractive special payments
- Just a good salary? Not with us! We also offer you
 - Employee participation programme
 - Individually tailored further training programme (including German and English courses)
 - Health promotion programmes (e.g. EGYM Wellpass, subsidy for local fitness studio, sponsorship of sporting events, various lifestyle coaching sessions)

Do you have these qualifications, are you willing to develop yourself further and are you looking forward to becoming a key part of our future? Great! We should get to know each other!

When you apply, please let us know your earliest possible starting date and your salary expectations. You can submit your CV in German and English in docx or pdf format.

Apply now

Contact

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Human Resources

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Note for recruitment agencies

Please note that we do not accept unsolicited applications or offers of assistance. The telephone number given in the advertisement is intended exclusively for applicants and should not be contacted for any other purpose. Thank you very much!

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!

ITM in 60 seconds



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