



## 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 hybrid working model in Garching as soon as possible

## Global Commercial Lead (f/m/d)

### Your role

- Represent the commercial organization on Global Product

### Your profile

- Bachelor's degree in Business, Marketing, Finance, or a related field

- Teams (GPTs) for multiple pipeline assets
- Conduct market analysis to identify trends, opportunities, and challenges within the therapeutics and treatment options sector.
  - Monitor competitor activities, market dynamics, and regulatory changes impacting current and future assets
  - Develop revenue forecast for pipeline assets based on Target Product Profiles (TPPs)
  - Perform risk assessment to support strategic recommendations and investment decisions
  - Develop and refine commercial strategies, product positioning, pricing strategies, and distribution channels
  - Assess lifecycle management opportunities, market expansion strategies, and portfolio optimization
  - Support business case development, including financial modeling, ROI assessment, and risk analysis
- MBA or advanced degree preferred
  - 5-7 years' experience in Brand management, commercial strategy or business development within the pharmaceutical or biotech industry
  - Experience with radiopharmaceutical or other complex therapies preferred
  - Proven track record in developing and executing global commercial strategies and driving market expansion
  - Self-starter with a high-level of initiative, motivated and entrepreneurial mindset
  - Strong analytical capabilities including proficiency in financial modeling
  - Excellent communication, collaboration skills and stakeholder engagement skills

## 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
  - Job bike or subsidised job ticket
  - Above-average contribution to the company pension scheme
  - 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!



For more information please visit: [www.itm-radiopharma.com](http://www.itm-radiopharma.com)