



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

Director, US Training & Commercial Learning (f/m/d)

Your role

Your profile

- **Content Development:** Design and develop commercial training content independently and with vendors, including disease state, product, and market landscape content areas
- **Facilitation:** Ability to lead and execute virtual and live training sessions for commercial employees, including field-based teams, during all phases on onboarding and product launch. This will include the ability to lead “Train-The-Trainer” workshops ahead of national meetings and POAs, running workshops during those meetings, and leading onboarding and training programs for new hires
- **Build Sales Training Program:** Manage all aspects of initial sales training, including but not limited to program agendas and objectives, at-home study plans, virtual or live-classroom training, and providing trainee evaluations post program to leadership
- **Corporate Skill Development:** Bring expertise in executing training programs for both field-based and in-house employees for leadership development, communication skills or management skills
- **In-Field Training Support:** Ability to provide hands on training in the field as needed to support sales representative success in territories
- **Compliance:** Ensure all training material is reviewed and approved through the MLR process and all activities comply with company policies, industry regulations, and legal guidelines, including promotional and ethical standards
- 5+ years of experience in Field Training role, preferably within oncology, specialty pharmaceuticals, or rare diseases
- Field Sales or Field Nurse education experience required, demonstrating solid background in scientific education focusing on disease states and/or products
- Experience launching innovative therapies in complex markets, with specialty therapeutics preferred
- Strong track record of building content, project management, and organization skills
- 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

- **Budget Management:** Manage training budget effectively, including travel, resource build and vendor expenses
- **Internal Coordination:** Collaborate and communicate appropriately with cross-functional partners to ensure training plans are comprehensive and aligned across teams
- **Travel:** This role will require the ability to travel as necessary to NJ Headquarters in Princeton, as well as be onsite for any live training events

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