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| **Job Description** | | | |
| **Job Title:** | Zonal Commercial Operations and Sales Lead | | |
| **Function:** | Commercial Operations and Sales | **Report to:** | CEO |
| **Location:** | MIDC Rabale, Navi Mumbai | **Position Type:** | Full Time |
| **About Immunoadoptive Cell Therapy Private Limited.** | | | |
| ImmunoACT is a pioneering cell & gene therapy company, currently in Phase II trials for India’s first indigenously developed CAR-T therapy for the treatment of refractory/relapsing B-cell malignancies (HCAR19), with an aggressive pipeline to treat liquid and solid tumors.  With strong, strategic Research (IIT-Bombay) and Clinical (Tata Memorial Hospital) collaborations, ImmunoACT is paving the way towards affordable and accessible gene-modified cell therapies.   Our first state-of-the-art GMP facility has been operational since mid-2022, as we scale-up our production capabilities to serve the clinically unmet needs of patients across India.  **Our Vision:**  To be a Leader in Cell & Gene Therapy for the Long-Term Cure of Patients, through Translational Research in India & beyond  **Our Values:**   * Accessible and affordable to all * Cutting edge research * Transforming ideas to reality  *Become a part of this revolution in the healthcare industry - grow your career with us.* **Website** – <https://www.immunoact.com/> - Visit our website, understand about us.  **LinkedIn Profile** - <https://www.linkedin.com/company/immunoact/> | | | |
| **Roles and Responsibilities** | | | |
| * Establish close partnerships with key public and private oncology treatment centers / hospitals / chains and clinical practitioners across the country. * Lead commercial negotiations with hospital chains / place of care. * Ensure close co-ordination with external and internal stakeholders for smooth operational handovers, streamlined services to the patients and product education to clinicians as necessary. * Provide inputs for marketing communications, branding, product brochures and so on. * Extensive travel in India and abroad towards expanding patient in-take and hospital tie-ups. * To lead a team that performs these activities and manage the same. * Technical Sales Representative who works with current and prospective client doctors to understand their patient requirements.​ * Targets new hospitals and treatment centers - working with their administrators and doctors to onboard a CAR-T therapy in the oncology center’s set up – transferring this center’s access after the first patient treatment to a product executive​. * Achievement of Revenue targets vs budgets. * Leadership qualities exhibited in mentoring & motivating a team of ace field sales. * Building of high-quality relationships with the Hospitals / HCP’s across the country. * Successful marketing campaigns, lead generations and brand promotion. | | | |
| **Qualifications and Educational Requirement** | | | |
| * Strong scientific background in one of the following fields – Physiology, Immunology, Oncology​. * Proven track record as a field representative in medical sales in the oncology domain for at least 3 years in India​. * Total approx. 10 years of experience * Preferential – Strong current network of hospital administrators in India. * Education: Post-graduate degree in Biotech/Clinical Research/Clinical administration. | | | |
| **Desired Qualities** | | | |
| * Demonstrated project management experience and leadership skills (e.g., leading project teams) working in cross-functional (matrix) and multicultural teams. * Strong Leadership qualities to mentor, motivate and drive individual performance. * Ability to establish relationships and leverage networks with hospitals / HCP’s. * Excellent communication and interpersonal skills. * Performance driven and result oriented. * Ability to manage data, presentations and influence decision-making. * Ability to manage internal and external stakeholders. | | | |

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| **Compensation** | Compensation and other perquisites would not be a constraint for the right candidate |
| **Email Id** | [*jobs@immunoact.com*](mailto:jobs@immunoact.com) |

2