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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.
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| **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.
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| **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* |

2