

Stealth BioTherapeutics, Inc. is an innovative biopharmaceutical company committed to bringing patients mitochondria targeted therapies to treat both common and rare diseases. Driven by a desire to help patients with unmet medical needs, our team collaborates with well-recognized institutions, physicians, and scientists to develop the next generation of therapies focusing on mitochondria dysfunction in many diseases.

Position Title: Director/Sr. Director Commercial Operations and Analytics

Position Summary: In this newly created position, you will utilize your strong strategic and operational leadership skills to build and align the commercial operations function in support of Stealth's first product launch. Reporting to the Chief Business Officer and serving as a key member of the Commercial Leadership Team, you will collaboratively develop and execute the strategy for commercial excellence and operations, including launch readiness.

Responsibilities:

- Lead innovative commercial initiative around rare disease patient identification. Develop focused plan and business rules for utilizing databases, CRM information, market research/advisory boards, that supports dynamic sales targeting, sales training, field communications, territory design, and support incentive compensation.
- Work collaboratively with commercial leadership and other key internal functions (IT, HR, Medical Affairs) to develop and implement an omnichannel communication approach by developing internal AI capabilities to optimize success.
- Build commercial operational team capabilities, including the establishment of individual roles, and all processes, systems and tools required to support Sales, Marketing, and Market Access. Build report cards tracking key parameters of Barth commercialization efforts to inform Executive Team of launch progress.
- Educate Sales team on effective use of data and data reports to analyze and optimize their Serve as business as the owner for key commercial data sets (third party and internal) and partner with IT to manage relationships with third party data vendors and handling of data sets.
- Provide support for key corporate processes (such as budgeting, and resource planning) on behalf of the Commercial organization.
- Work cross-functionally to ensure commercial systems launch readiness, including implementing CRM and key reporting and compliance tools.

Competencies:

- Excellent communication (oral, written, presentation skills).
- Analytical mindset adept at using data to support decisions and communicating complex ideas clearly to diverse audiences.

- Ability to influence and collaborate to develop relationships with internal and external stakeholders.
- Comfortable with ambiguity; ability to make sound judgements in driving towards implementation in an evolving environment.
- Naturally collaborative leader who can drive exceptional cross-functional partnerships with diverse internal and stakeholders.
- Ability to work effectively in a small team environment and roll up the sleeves to ensure all department goals are achieved.
- Ability to nimbly “flex” between strategy and operational execution.

Requirements:

- 10+ years relevant commercial experience in biotech/pharma, with at least 5 years of experience in commercial operations, analytics, or related functions.
- Experience building or growing a Commercial Operations function and supporting a successful launch / post-launch.
- Bachelor’s degree required; MBA or other advanced degree preferred.