

Stealth BioTherapeutics is an innovative biopharmaceutical company developing therapies to treat mitochondrial dysfunction associated with genetic mitochondrial diseases and many common age-related diseases. Our mission and passion is to lead the development of mitochondrial medicine to improve the lives of patients with diseases involving mitochondrial dysfunction, an area of high unmet clinical need.

Position Title: Regional Account Manager – Mitochondria. West Coast Region (preferably residing in CA North/South → CO → UT → WA → OR)

Position Summary:

Stealth BioTherapeutics is seeking an experienced rare/ultra rare disease sale representative with passion for educating providers and staff. In this newly created position, you will introduce Stealth BioTherapeutics in the West Coast Region and launch the company's first commercial product for Barth Syndrome. Reporting to the Head of Sales, you will be responsible for launching a new first-in-class medication, bringing awareness to Stealth BioTherapeutics, launching a brand, consistently meeting sales goals, as well as regional development. In addition, you will effectively manage a geographic region and oversee all pre-and post-launch compliant commercial activities.

Responsibilities:

- Consistently meet and exceed sales targets and performance metrics within the assigned region.
- Compliantly build and maintain strong professional relationships with physicians/HCP's, office staff, and others in the patient care continuum.
- Actively contribute to the launch of our new first-in-class brand, FORZINITY™, for Barth Syndrome.
- Develop and maintain a regional business plan in alignment with corporate goals and objectives; translate national strategies into a regional sales approach; manage data streams in support of account management activities across a geographic area.
- As a subject matter expert, develop a deep understanding of Barth Syndrome, mitochondrial disease, Stealth products and approved indications, the patient journey, and regional market needs.
- Identify business opportunities to expand market access through approved internal resources and Patient Support Services.
- Participate in regional and national professional society meetings, as needed, to educate potential customers on brand awareness, disease state, and specialty pharmacy.
- Provide input and collaborate with internal stakeholders on disease awareness, sales tools, messaging, diagnosis, and treatment education needs and adhere to company policies and guidelines.
- Document sales calls and transfer of Value activities in applicable systems in compliance with Stealth requirements.

Competencies:

- Results-oriented self-starter with a demonstrated record of success.
- Excellent communicator (oral, written, presentation) and relationship builder with the ability to establish professional relationships with HCP's and staff, tailor discussions and presentations to meet specific audience needs.
- Highly adaptable approaches challenges with a problem-solving mindset.
- Collaborative team player with strong multitasking, problem-solving, and adaptability skills.
- Ability to develop and execute a regional business plan that exceeds sales objectives.
- Ability to understand new therapeutic areas; exceptional business and payer acumen in rare disease space.
- Strong alignment to corporate values; patient/customer centric mindset.
- Ability to utilize various data streams to drive account management plans.
- Experience managing a larger geography.

Requirements:

- Bachelor's degree with a minimum of 8 years biotech or pharma sales experience including previous experience in launching a new product, clinical acumen in selling a rare disease specialty product(s), business and payer acumen in rare disease.
- Pediatric Cardiology, Neuromuscular Neurology or Genetic sales experience preferred.
- Product launch experience, rare/orphan drug, and specialty pharmacy distribution experience preferred.
- Experience selling in complex account systems (Integrated Delivery Networks), identifying influential stakeholders and providing approved company resources is required.
- Strong computer skills (word, excel and power point); experience using CRM systems.
- Ability to effectively manage a regional book of business consisting of specialists, academic & community centers, large specialty practices, and specialty pharmacy.
- Ability to travel (up to approximately 60%) to meet business needs and geography.
- Agree to credentialing requirements for access to academic institutions, medical facilities, and organizations that are aligned to a region.
- Candidates must reside within assigned territory.
- Valid/current driver's license required

Stealth BioTherapeutics offers a competitive compensation package that includes base salary, equity, performance bonuses, and comprehensive benefits – such as company 401(k) contribution, robust health and wellness coverage, generous PTO, and company holidays. Our total rewards are designed to empower your ambition and give you support and flexibility to bring your ideas to life while making a difference in patients' lives.

Please review our Company at Stealthbt.com