

Job Title: BE-Commercial Lead Oncology

Collaboratiion

*is our key
to a healthier tomorrow.*



Passion for Innovation. Compassion for Patients.

With over 120 years of experience and more than 17,000 employees in over 20 countries, Daiichi Sankyo is dedicated to discovering, developing, and delivering new standards of care that enrich the quality of life around the world.

In Europe, we focus on two areas: The goal of our Specialty Business is to protect people from cardiovascular disease, the leading cause of death in Europe, and help patients who suffer from it to enjoy every precious moment of life. In Oncology, we strive to become a global pharma innovator with competitive advantage, creating novel therapies for people with cancer.

Our European headquarters are in Munich, Germany, and we have affiliates in 13 European countries and Canada.

Roles & Responsibilities

The primary purpose is to successfully launch Enhertu in all Breast Cancer indications.

Additionally, plan, develop and coordinate all technical, promotional pre-launch and launch activities related to the full omnichannel marketing-mix of Enhertu and ensure correct and effective implementation, in order to achieve annual and long term sales and profit objectives. In addition, the incumbent leads a team within the Oncology franchise. Accountabilities include:

- Design short and long term Marketing, Field Access and Account plans to maximize sales and profit growth and to ensure a proper implementation, monitoring, follow-up and corrective actions of those
- Produce the annual development of a strategic plan
- Participate in the compilation of the annual budget
- Keep all commercial expenses within the approved budgets
- Ensure that all agreed marketing/sales activities are undertaken in order to meet sales and profit objectives per product as described in the annual marketing plan
- Maintain the adequate level of product, therapy and disease knowledge
- Endorse and drive the development of a Learning organisation in Belgium.
- Assist in the evaluation of new business opportunities from a marketing and sales perspective
- Drive in-market products through its life cycle
- Ensure each new potential indication or product is optimally launched
- Lead and develop the marketing and sales teams

- Work effectively in Alliances with other companies, drive optimal cross-functional work in an Alliance setting

Education & Professional Experience

- Strong extensive experience in Oncology in the Belgian/Luxembourg markets
- Academic education, (MSc, MD, PhD, MBA)
- Minimum of 8 years Belgian commercial pharmaceutical/biotech experience
- Minimum of 3 years experience in commercial leadership role leading sales and marketing
- Deep knowledge of Belgian oncology healthcare system and account decision making unit dynamics, including pricing, reimbursement, access, protocols and formularies

Personal Skills

- Analytical skills: identify and communicate key information proactively and timely with high quality
- Continuously expand strategic and actionable commercial knowledge as well as market knowledge
- Exhibit and advance knowledge of Belgian national and local hospital health systems and decision making in oncology health care
- Demonstrate strong project management and leadership skills preferably in the oncology setting and with cross-functional teams
- Display strong organisational and time management skills, role model for implementation of plans and tasks in time
- Display strong customer orientation, ipatient centric mindset.
- Anticipate future industry trends and opportunities, communicate them proactively management
- Strong leadership and proven ability to work in a matrix and multicultural organisation . Endorse and drive the development of a Learning organisation in Belgium.
- Advanced communication and presentation skills
- MS-Office plus CRM skills
- Fluent French, Dutch and English

Why work with us?



Excellent
Benefits



Work-Life
Balance



Growth and
Development



Health and
Wellbeing Support

Working at Daiichi Sankyo is more than just a job – it is your chance to make a difference and change patients' lives for the better. We can only achieve this ambitious goal together. That is why we foster a culture of mutual respect and continuous learning, with a strong commitment to inclusion and diversity. Here, you will have the opportunity to grow, think boldly, and contribute your ideas. If you have a

proactive mindset and passion for addressing the needs of patients, we eagerly await your application.

For more information: www.daiichi-sankyo.be