

Associate Director / Director Marketing

Y-mAbs is a commercial-stage biopharmaceutical company focused on the development and commercialization of novel, antibody-based therapeutic products for the treatment of pediatric and adult cancers. The Company has a broad and advanced product pipeline, including one FDA approved product, DANYELZA® (naxitamab-gqgk), which targets tumors that express GD2, and one pivotal-stage product candidate, omburtamab, which targets tumors that express B7-H3. Y-mAbs went public in 2018 and has offices in New York City and in Denmark. The company is currently building out the commercial organization in preparation for further launches in the US and Europe.

Position Summary

This newly-created position reports to the Vice President Marketing and will be responsible for planning and executing marketing initiatives across European markets in alignment with the global brand strategy. The Associate Director / Director will play a central role in preparing for the launch of Omburtamab and Naxitamab in Europe. The position will be based remotely with occasional travel to Y-mAbs offices in New York and Denmark.

Key Responsibilities

- Partner with commercial analytics colleagues to identify and understand treatment dynamics and business drivers across key markets
- Lead development of the European marketing plan for Omburtamab and Naxitamab combining global strategies and local insights
- Envision, plan and implement marketing programs and promotional materials tailored to individual markets
- Partner with cross-functional team to execute successful launch of Omburtamab and Naxitamab
- Liaise with sales team to assess and optimize promotional tactics and materials
- Serve as a key member of the global marketing team to ensure strategies account for European market dynamics
- Engage with European thought leaders and coordinate Y-mAbs commercial presence at medical congresses
- Work with commercial analytics to support development of brand forecasts, track in-line product performance and guide refinement of strategies and tactics

Qualifications

- Bachelor's degree required; MBA or related advanced degree preferred
- Minimum of 8 years experience in the pharma/biotech industry including at least 5 years developing and executing marketing programs and materials across multiple European markets
- In-depth knowledge of pharmaceutical regulatory requirements
- Demonstrated success building external relationships to establish brand advocacy
- Strong analytical skills with the ability to evaluate complex business challenges and formulate appropriate strategies and solutions
- Strong interpersonal skills with the ability to manage cross-functional teams at all levels of the organization
- Possess an entrepreneurial and solutions-oriented attitude with sound judgment and decision-making
- Launch experience in oncology and/or rare disease preferred



Travel

- Occasional travel to meetings, congresses and Y-mAbs corporate offices (10-20%)

You can apply for the position by sending an email to HR@ymabs.com. Please mark your application with **Job ID no. 1059**.

Y-mAbs Therapeutics A/S is a Danish affiliate of Y-mAbs Therapeutics Inc., which is located in Hørsholm, Denmark. Our mission is to discover, develop and deliver novel antibody therapeutics for the treatment of both pediatric and adult cancer patients.

Please access the company web site www.ymabs.com for more information regarding the company and our development projects.