

Strategic Account Manager (Mid-US)

Texas, Utah, Colorado, Arizona, New Mexico, Wyoming, Montana, Idaho, Oklahoma

Y-mAbs Therapeutics is seeking a Strategic Account Manager to join the US Commercial Sales Team to support the sales of a pediatric oncology product for high-risk neuroblastoma. Y-mAbs is a commercial-stage, clinical biopharmaceutical company focused on developing and commercializing novel, antibody-based therapeutic products for cancer treatment. We have a broad, advanced product pipeline, including pivotal-stage product candidates against various targets.

Our mission is to become the world leader in developing better and safer antibody-based oncology products addressing clear unmet pediatric and adult medical needs. With the right partnerships and collaborations, we envision changing the course of cancer care and its outcomes.

Primary Responsibilities

As a Strategic Account Manager, you will join an accomplished team supporting Healthcare Professionals in Pediatric Oncology.

The main tasks include, but are not limited to:

- Cultivates strong professional relationships with physicians within specialty medical practices and their staff, specialists within local hospitals and clinics, and any other appropriate HCPs within their geographic area.
- Become a trusted partner with all stakeholders and HCPs by providing on-label product knowledge and applying efforts to achieve the most significant positive patient impact.
- Serve as the lead point of contact for sales activities within the assigned hospital networks, academic institutions, and surrounding practices.
- Align and deliver on organizational goals and priorities.
- Work collaboratively with Sales Leadership, Marketing, and other internal stakeholders.

Required Qualifications

- Passionate and self-motivated to support patients, their families, and customer needs.
- Bachelor's Degree - BA/BS required; MBA/Clinical degree preferred.
- Extensive knowledge and experience in the biotech/pharmaceutical industry and an understanding of healthcare regulations.
- Minimum of 5 years of Oncology/Rare Disease experience.
- Proven track record of success, interpreting/analyzing data, and having an in-depth understanding of the pharmaceutical industry.
- Models strong work ethic, can-do attitude, and self-starter behaviors.

Traveling

You will be traveling approximately 60-80%.

This position is based in *Texas, Utah, Colorado, Arizona, New Mexico, Wyoming, Montana, Idaho, Oklahoma*

To apply

Please send your resume to HR@ymabs.com. Access the Y-mAbs Therapeutics website at www.ymabs.com for more information on the company and our development projects.