

Territory Account Manager

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Company: Telix

Location: Sydney

Category: other-general

Telix Pharmaceuticals is a dynamic, fast-growing radiopharmaceutical company with offices in Australia (HQ), Belgium, Japan, Switzerland, and the United States. Our mission is to deliver on the promise of precision medicine through targeted radiation. At our core, we exist to create products that seek to improve the quality of life for people living with cancer and rare diseases. You will be supporting the international roll-out of our approved prostate cancer imaging agent and helping us to advance our portfolio of late clinical-stage products that address significant unmet need in oncology and rare diseases. As Territory Account Manager you will contribute to Telix' strategic goals by driving market growth and adoption of Telix's theragnostic solutions for the treatment of cancer and other rare diseases. As a key part of the ANZ Commercial Sales team, you will work across a range of sales and marketing activities to drive market adoption, growth and effective customer transition, as well as after-sales account management. What you'll do Engage with a broad range of health care professionals comprising of nuclear medicine physicians, radiologists, medical oncologists, urologists, pharmacists, nuclear medicine technologists and other relevant PET Imaging site staff to promote and represent Telix and our portfolio of products. Act as a Telix representative at events and conventions, educate customers and the public about Telix and our products. Work closely with the Director of Commercial Operations ANZ to develop and execute plans to achieve forecast market growth for the ANZ region. Partner with key internal and external partners to coordinate plans and resources to creatively integrate and provide solutions to maximize and deliver on client needs and expand market coverage. Regularly review and report on account and territory performance and market trends to help

identify opportunities that directly shape future business plans and activities. Track account progress and growth, sales achieved, and quotes provided on a weekly basis. Partner with the Marketing Manager on campaigns and tactics to expand and achieve market growth across ANZ. About you Minimum Bachelor's degree in Science, Business or other related discipline. Any post graduate qualifications or certifications will be well regarded. At least 5 – 10 years commercial experience in Oncology, Urology or Nuclear Medicine. Demonstrated track record in helping build and sustain market share and key accounts. Strong understanding of the customer and sales process lifecycle and developing plans around those concepts.

Previous experience helping launch and grow new products in market will be highly regarded. Experience working with and managing third party partners and distributors will be well regarded. At Telix, we believe everyone counts , we strive to be extraordinary , and we pursue our goals with determination and integrity . You will be part of an engaged and supportive group of colleagues who all have a shared purpose: to help people with cancer and rare diseases live longer, better quality lives. Being a Telix employee means being a part of a unique, global, interdisciplinary team working to deliver what's next in precision medicine. We have hybrid and remote employees located all around the world. We offer competitive salaries, annual performance-based bonuses, an equity-based incentive program, generous vacation, paid wellness days and support for learning and development. Telix Pharmaceuticals is an equal opportunity employer. We evaluate qualified applicants without regard to race, color, religion, sex, sexual orientation, gender identity, national origin, disability, veteran status, and other legally protected characteristics. [VIEW OUR PRIVACY POLICY HERE](#) [Apply Now](#)

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