

## SUMMARY

As a critical member of the management team, the Chief Commercial Officer will provide the leadership, strategic vision and functional expertise required to prepare our company for the successful launch and commercialization of lomab-B, a targeted radiotherapy intended to condition patients for a potentially curative bone marrow transplant (BMT). Lomab-B is currently being studied in the pivotal Phase 3 SIERRA trial in patients with active, relapsed/refractory Acute Myeloid Leukemia age 55 and above. S/he will be responsible for architecting key aspects of the commercialization plan and will be charged with building the organization to implement the commercial strategy and vision of the company. The ideal candidate will have demonstrated success in planning and launching hospital oncology, or radiopharmaceutical products in the US, as well as progressive work experience across all phases of commercialization, including sales and marketing.

### **KEY RESPONSIBILITIES:**

#### **Develop and deliver an integrated commercial plan that incorporates:**

- Commercial Assessment - market size/growth, target product profile (safety, efficacy, sustainable competitive advantage, novelty of therapeutic approach), competitive landscape
- Patient Forecast, Orphan Price Premium (value, market size vs. development costs), Revenue Forecast, Market Share
- Commercialization Resources Required
- Product Valuation
- Opportunities for Licensing, Acquisitions, Exit Strategy/Horizon
- Lifecycle Management Plan and Cost

#### **Develop and deliver a Market Access and Reimbursement Strategy that incorporates:**

- Pricing and Reimbursement: Determining contracting/net price strategy (including risk sharing arrangements, discounting, etc.); Developing and executing reimbursement support and patient assistance services to ensure patient access to products
- Analytics and Real-World Evidence: Analyzing clinical data prospectively and retrospectively to generate “real world evidence” and value for money
- Account Management/Managed Markets - Developing strategy for government payers, health plans, physician groups, medical centers, etc. Develop field based teams that establish and maintain relationships with key players.
- Health, Economics & Outcomes Research - Evidence generation, including value story and value dossier development. Health technology assessment analysis.
- Public/Government Affairs and Advocacy - Communicating outcomes and pricing decisions with payers and government. Forming or aligning with patient groups for effective reimbursement strategies.

Qualifications:

- Advanced Business and Advanced Science Degree (MBA, M.D./Ph.D./MS) preferred
- Proven expert in payer contracting and negotiation, health policy and economics, government affairs, reimbursement, and coding.
- Demonstrated ability to build and lead internal and external teams.
- Effective project leadership and project management skills.
- Outstanding oral, written and presentation skills with experience influencing internal and external stakeholders.
- Hardworking and enthusiastic team player.
- Must have proven track record of success shaping reimbursement strategy when bringing new hospital or oncology products to market.

### **Compensation**

- Salary, Bonus, Stock Options/Equity Grants, Vacation, Health and Retirement Benefits, etc.
- Compensation package is competitive and commensurate with experience