

Company Description: Stealth BioTherapeutics is an innovative biopharmaceutical company developing therapies to treat the mitochondrial dysfunction associated with genetic mitochondrial diseases and many common age-related diseases. Our mission is to lead the development of mitochondrial medicine to improve the lives of patients with diseases involving mitochondrial dysfunction, an area of high unmet clinical need.

Position Title: Regional Sales Directors

Position Summary:

Stealth BioTherapeutics is seeking highly motivated Regional Sales Directors with rare disease experience who can effectively build and lead a diverse team of dynamic Account Managers within newly forming regions to consistently deliver sales results. Reporting to the Head of Sales, successful candidates for these newly created positions will have direct impact on the successful execution of the launch strategy for Elamipretide, our new, first in class brand for rare diseases like Barth Syndrome and Primary Mitochondrial Myopathy. In doing so, s/he will work collaboratively across multiple business functions, effectively analyzing a wide range of data and translating business strategies into actionable plans.

Responsibilities:

- Meet and Exceed company sales objectives. Take ownership of Barth launch through account management of key accounts.
- Actively contribute to the development and execution of launch strategies, training, KOL development, identification of key market issues and opportunities, critical success factors, and Account Manager resource pull-through with Health Care Providers (HCP's).
- Develop and maintain mutually beneficial business relationships with key customers, decision-influencers and decision makers at key accounts and clinics.
- Provide team leadership via hiring, training and coaching a regional based sales team. Provide regular, on-going feedback, including addressing performance management issues.
- Develop a deep understanding of the mitochondrial disease state, patient, and territory market needs.
- Implement and execute regional and national strategies.
- Create and implement regional business plans to address product promotion priorities and unique regional customer and market opportunities.
- Provide insight and guidance into territory business plans to drive sales results.
- Serve as a peer leader and resource to the entire Stealth BioTherapeutics Commercial team.

Competencies:

- Self-starter with a demonstrated record of success in building and leading teams to meet or exceed expectations and goals.
- Excellent communication (verbal, written, presentation), interpersonal, and relationship-building skills; ability to effectively translate information and facilitate agreement across diverse groups internally and externally.

- Ability to multi-task, problem solve, and work effectively in a fast paced environment while flexibly adapting to meet changing business needs.
- Innovative thinker who sees the big picture and can drive operational execution to exceed sales objectives.
- Ability to understand and translate complex issues, coaching science and brand messaging; leads in disease state and product expertise.
- Exceptional business and payer acumen in rare disease space.
- Strong alignment to our corporate values; patient/customer centric mindset.

Requirements:

- Bachelor's degree with a minimum of 5 years demonstrated experience and related accomplishments as a Regional or District Sales Manager in Rare Disease (Neurology Preferred).
- Previous product launch experience.
- Strong computer skills (word, excel and power point).
- Willingness to travel over a broad geography (approximately 60% travel).