



## RLT Institution Account Executive - Oncology

Drive sales and achieves business objectives in a designated territory by implementing effective strategies for the institution market, including IDNs, hospitals, and aligned specialty offices. The AE is responsible for educating customers and helping them make informed choices regarding formulary placement through expert consultative selling and deep product knowledge, ensuring successful new product launches. They adopt a strategic approach to account management, leveraging solid relationships to boost company performance.

The AE develops targeted account plans aligned with local branding initiatives and collaborates with cross-functional teams to optimize outcomes. This role also requires participation in local, regional, or national medical meetings in Oncology, Gastroenterology, Radiology, Nuclear Medicine, and other areas to build long-term relationships with Key Opinion Leaders (KOLs) and influential decision-makers in hospitals, cancer centers, and physician offices. The AE operates with general supervision to meet assigned territory objectives within a defined strategic framework.

### About Curium

Curium is the world's largest nuclear medicine company, with more than a century of industry experience. We develop, manufacture, and distribute world-class radiopharmaceutical products to help patients around the globe. Our proven heritage and pioneering approach are the hallmarks of delivering innovation, excellence, and unparalleled service.

With manufacturing facilities across Europe and the United States, Curium delivers SPECT, PET, and therapeutic radiopharmaceutical solutions for life-threatening diseases to over 14 million patients annually. The name 'Curium' honors the legacy of pioneering radioactive researchers Marie and Pierre Curie, after whom the radioactive element curium was named, and emphasizes our focus on nuclear medicine. The tagline 'Life Forward' represents our commitment to securing a brighter future for all we serve: An enhanced quality of care for our patients. A trusted partner to our customers. A supportive employer to our valued team.



[curiumpharma.com/pharmasales](https://curiumpharma.com/pharmasales)

### ESSENTIAL FUNCTIONS

- Launching new products to achieve or exceed sales targets.
- Develop and implement account specific business plans within defined strategic frameworks, adjusting proactively to customer needs, and escalating complex issues to leadership when appropriate.
- Successfully add new Curium products to assigned hospital formularies.
- Conduct daily calls with key stakeholders to establish long-term relationships and achieve sales quotas.
- Act as an expert during market transitions and product launches, modifying strategies based on market demands.
- Apply consultative skills to understand customer preferences and influence decision-making.
- Develop strong relationships with Oncology, Gastroenterology, Radiology, Nuclear Medicine, and other market KOLs.
- Collaborate on institution-specific strategies with internal and external stakeholders to meet/exceed customer needs.
- Effectively pull through managed care access opportunities.
- Focus on professional development and implement coaching feedback.
- Streamline compliance and administrative tasks to meet expectations.
- Must maintain operational compliance with US and international regulatory agencies and guidelines (i.e. FDA, EU, HC, TGA, PIC/S, ISO, USP, NRC, cGMP, etc.).

### REQUIREMENTS

- Bachelor Degree required.
- 5 years relevant work experience with 2 or more years of account management experience with hospitals, IDN accounts, oncology, gastroenterology, or other specialized areas are preferred.
- Hospital/institutional sales experience with demonstrated large account management experience required.
- Experience launching new products is preferred, as is oncology and rare disease experience.
- Hunter mindset with existing key account relationships (preferred) and the ability to create new access where none exists.
- Strong track record of success, including recognition/awards and consistent quota attainment.
- Operates effectively in ambiguity; shows strong business acumen, partnership and collaboration across Sales, Market Access, and Medical to advance account objectives.
- Ability to influence decision-making in complex healthcare markets and align cross-functional resources.
- Strong analytical and problem-solving skills; proficiency with common business applications.
- Must have valid driver's license and reside in-territory.
- Proficiency with CRM and business tools.
- Willingness to travel to support the customer base and business objectives.

### WORKING CONDITIONS

- This field-based position requiring frequent travel, including some weekends, within an assigned region.
- Must be willing to travel approx. 70% including overnight travel.