



## **MANAGER, COMMERCIAL OPERATIONS**

### **Job Summary**

Sesen Bio is searching for a collaborative and entrepreneurial Manager, Commercial Operations to create a best-in-class commercial excellence platform supporting the successful execution of the Vicineum™ launch in the US.

This candidate will be responsible for the development of the commercial data strategy, along with the build and maintenance of a data management system that is capable of monitoring and understanding the commercial progress of the organization. This position will directly support the commercialization of Vicineum™ by leading commercial analytics processes and delivering strategic insights.

The leader will also support all aspects of managed markets business operations as it relates to access-related business intelligence dashboards, reporting, and access analytics. The candidate will proactively direct and manage the delivery of access (IDN, GPO, Payer, Contracting, Pathway) insights through advanced business intelligence assets and high-quality reporting.

Utilizing industry best practices and partnering with the Marketing team, IT team and other key stakeholders in the organization, as well as external partners (i.e., CSO), this role will be responsible for the successful project development and roll-out of the CRM and reporting tools to the Commercial Organization.

Responsibilities also include the development of the suite of sales support programs, materials delivery to the sales team, development of sales incentive programs, as well as detailed commercial analytics for the organization as well as partner sales teams to drive the business.

As a key role on the Commercial Team, this position will work across the organization to ensure support is in alignment with project team deliverables that support the execution of commercialization plans and corporate objectives.

This position reports to the VP Market Access, Distribution & Commercial Operations and is based in Philadelphia, PA.

The position title and level will be determined by candidate experience and accomplishments.



## Responsibilities

- Builds, develops, and manages the business analytics and commercial operations functions to support the achievement of commercial strategy and execution. This includes overseeing sales analytics reporting, sales process optimization, data acquisition and analysis, incentive compensation development, management and processing
- Create standardization across key access related commercial data sources by further establishing a single source of truth for managed markets
- Works closely with internal and external stakeholders to ensure the appropriate objectives are enabled within the sales organization by providing strategic insight and analytics to appropriate internal stakeholders and the leadership team
- Develops and implements performance-based analysis of operational activities, critical success metrics and customer analysis (performance dashboards)
- Lead the development and administration of motivating incentive plans and contests aligned to support sales and marketing objectives
- Ensures timely and accurate collection, analysis, formatting, management and dissemination of sales & managed care data, turning analytics into insights
- Collaborates with Sales, Marketing, Market Access, Distribution, IT, Finance, Legal and Compliance to drive deliverables in sales force sizing, deployment, reporting, CRM system development, aggregate spend reporting, account alignment, pre-launch analysis and auditing and monitoring
- Participates on core launch teams, assists with sales and marketing long range plans, budgets and other business analytics
- Ensures compliance with corporate policies and procedures, as well as US healthcare laws and regulations

## Qualifications

- Bachelor of Science degree in Business or Sciences
- Minimum 5-7 years of related experiences supporting pre- and post-new product launch, sales operations design and implementation in a pharmaceutical environment
- Minimum of 3 years of experience in Oncology or Urology preferred
- Demonstrated ability to bring customer insights and product learnings to the commercialization organization to help inform, shape and or redirect product development efforts
- Demonstrated ability working with external vendors and internal stakeholders to coordinate monthly data needs of the organization



- Experience collaborating with external stakeholders and with Contract Sales Organizations
- Superior analytical skills, including experience directing and managing activity and performance reporting
- Experience in use and analysis of secondary data sources (e.g., IQVIA, Symphony Health Solutions, etc.)
- Experience building systems for tracking and evaluating market and competitive landscape
- Experience in building Business Analytics & Commercial Operations function, preferred
- Works effectively across functions as a team player
- Successful experience in a fast-paced entrepreneurial environment
- Fit with Sesen Bio culture and values
- Position will require US travel once travel resumes

### **About Sesen Bio**

We are passionate in our commitment to save and improve the lives of patients. Sesen Bio is a late-stage company developing fusion protein medicines for the treatment of patients with cancer. In February 2021, the FDA accepted for filing the Company's BLA for Vicineum™, a potential best-in-class treatment for non-muscle invasive bladder cancer.

Sesen Bio is proud to be an Equal Opportunity Employer. Our goal is to have a diverse workforce. We do not discriminate on the basis of race, age, color, religion, national origin, gender, sexual orientation, gender identity or expression, veteran status or disability or any other status protected under federal, state or local law. All employment is decided on the basis of qualifications, merit and business need.

**For the safety of our employees and communities in response to COVID-19, Sesen Bio has implemented a temporary work from home policy. All interviews are conducted virtually at this time.**