

## **JOB DESCRIPTION: Business Development & Account Manager**

### **Context**

Nuclear medicine has evolved considerably in recent years with the emergence of radiotheranostics, which combines targeted diagnosis and therapy using radioisotopes. It offers a promising treatment approach for a growing range of cancers. Radiotheranostics is based on the use of radioisotopes that, upon decay, emit radiation capable of precisely targeting and destroying cancer cells. Among the radioisotopes used for therapeutic applications, the alpha-emitting Actinium-225 is considered one of the most promising.

One of the main challenges in making this therapeutic approach widely accessible is ensuring the reliable availability of high-quality Actinium-225 at scale. It is often referred to within the nuclear medicine community as “the rarest drug on Earth.” By combining their complementary expertise and resources, SCK CEN and IBA founded PanTera to enable the large-scale production of Actinium-225 and help meet the growing global demand for targeted alpha therapies.

In this context, PanTera is seeking an accomplished **Business Development & Account Manager** to drive strategic customer engagement and foster long-term partnerships with key accounts across the global radiopharmaceutical industry. This role will also coordinate high-impact strategic initiatives that enable PanTera's continued expansion and support its ambitious growth trajectory

### **Responsibilities**

- As an **Account Manager** for medium and large radiopharmaceutical customers your role involves:
  - Managing client success by coordinating internal and external stakeholders to develop and execute commercial contracts.
  - Work closely with internal teams to coordinate and ensure the timely delivery of products and services addressing client needs effectively. Maintain and update customer data in CRM and ERP systems, ensuring information is current and accurate.
  - Represent the company at trade fairs, congresses, and during customer visits to enhance business relationships and identify new opportunities
- As a **Business Development Manager** your role involves:
  - Identifying, developing, and leading strategic mid- and long-term business initiatives in close collaboration with cross-functional stakeholders to strengthen PanTera's value proposition and accelerate sustainable growth. Key initiatives include:
    - Expanding production capacity into new geographies by identifying and evaluating strategic partners and target markets, assessing business opportunities, negotiating commercial agreements, coordinating internal and external stakeholders, and supporting funding and investment processes.
    - Designing and implementing partnership models tailored to customers transitioning from clinical development to commercial manufacturing, including the development of pricing strategies, commercial frameworks, and long-term supply agreements for Ac-225.

- Monitoring market dynamics, industry trends, clinical development pipelines, competitive activities, and product innovations to anticipate customer needs, manage strategic accounts proactively, and identify new business opportunities for PanTera.

### **Profile**

- Master's degree in Business Engineering, Business Administration, or Master degree in Engineering or scientific field.
- Proactive, independent, with a strong team spirit and flexibility, you are eager to learn about innovative products and discover new markets.
- Willingness to learn about innovative technologies in isotope production, nuclear medicine, and oncology.
- Excellent communication, negotiation, and interpersonal skills. Strong ability to interact, facilitate and align with multiple internal and external stakeholders.
- 5 to 10 years' experiences with a demonstrated capacity to structure strategic thinking into execution roadmap and implementation. Experience in the radiopharmaceutical and/or in the pharmaceutical sector. Consulting and/or other corporate experience is an asset.
- Demonstrated commitment to customer satisfaction and reliability in service delivery. You are genuinely passionate about long term relationships and thrive on bringing positive energy to your work. Willingness to travel internationally as required.
- Fluent in business English; proficiency in Dutch and/or French or any other languages is a plus.

### **Our offer**

- Work for a company dedicated to enhancing the quality of life for patients and making a difference in the healthcare industry
- Thriving start-up company with a dynamic entrepreneurial culture within a cutting-edge and innovative environment
- Collaborative work environment with supportive colleagues who prioritize teamwork
- Enjoy flexible working hours within a hybrid office/home working arrangement
- Attractive Compensation

### **Interested in joining PanTera?**

We'd love to hear from you! Send your CV and a short motivation letter to [HR@pantera-life.com](mailto:HR@pantera-life.com) and tell us why you'd like to become part of our team. We will carefully review your application and get back to you as soon as possible.