

# CHIEF COMMERCIAL OFFICER

*Posted on 14 september, 2020*

**Company Name** Isofol Medical AB

**Location** Sverige

## **Job Description**

To lead Isofol's business development and commercial efforts to secure a global deal or exit in collaboration with the CEO and the Management team.

We are recruiting a Chief Commercial Officer (CCO) who will be accountable for our business development-related activities, including managing relationships with partner companies.

You will have a great impact in influencing the company on its growth journey. You report to the CEO of Isofol and directly manage one Business Development Manager.

Welcome to join our exciting journey!

## **Key accountabilities**

- Planning and execution of collaborative activities.
- Preparation of materials needed for the evaluation of partners' opportunities for the Management team and the Board.
- Overall responsibility for the establishment of the commercial strategy.
- Development of strategic steps to ensure a successful launch of arfolitixorin in key markets.
- Budget responsibility for activities related to business development and commercialization as well as support for medical function related to the development of strategies for medical issues to ensure a successful launch.
- Represent Isofol on partnership steering committees.

## **Who are you?**

You have a strong commercial background with international sales experience and strong negotiation- and tactical skills. Previous background from Pharma sales and marketing or medical affairs. We expect you have a Scientific knowledge – MSc is a minimum, preferably with oncological experience. Isofol intends to have drawn up and implemented a commercialization strategy well in advance of submitting a marketing authorization. Isofol's goal is to out-license arfolitixorin or to sell

Isofol to a global pharmaceutical company. Frequent travelling required.

For further information, please contact our recruitment consultant Richard Etz, Moveup Consulting AB, +46 733 872721. You can also find more information about the company on our website <https://isofolmedical.com/>

Please send your application to [richard.etz@moveup.se](mailto:richard.etz@moveup.se)

*By submitting your application, you also consent to us storing your personal data, including CV & personal letter and that we have the right to share this information with third parties (our client). You can revoke the consent whenever you want.*

## Om företag

**Isofol Medical AB (publ.)** is a late stage biotech company working with the development of the cancer drug, arfolitixorin. Arfolitixorin is a new drug candidate that Isofol is primarily developing to treat colorectal cancer (CRC) – the third most common type of cancer and one for which there is a substantial need for more effective drugs. Isofol's development work with arfolitixorin is also targeting so-called "rescue therapy" after high-dose chemotherapy with methotrexate in conjunction with osteosarcoma (bone cancer). Other potential uses for arfolitixorin also includes the treatment of pancreatic cancer, breast cancer, stomach cancer, and head and neck cancers. **The Phase III AGENT Study** - Isofol has now initiated the pivotal phase 3 AGENT study in order to demonstrate the efficacy of arfolitixorin in the treatment of patients with colorectal cancer.

**Consultant Name** Richard Etz

**Consultant Number** 0733-87 27 21

**Consultant Email** [richard.etz@moveup.se](mailto:richard.etz@moveup.se)

**Consultant LinkedIn** <https://www.linkedin.com/in/richardetz/>