

Senior Business Coordinator

See your future through a different lens Be Novalutionary™

If you find science, speed, and success exhilarating, you have come to the right place.

Novavax, Inc (Nasdaq:NVAX) is a biotechnology company that creates transformational vaccines that address some of the world's most pressing infectious diseases. We have more than a decade of experience contending with some of the world's most devastating diseases, including COVID-19, seasonal influenza, RSV, Ebola, MERS, and SARS. Hard-won lessons and significant advances illustrate that our proven technology has tremendous potential to make a substantial contribution to public health worldwide.

Our scientists are committed to developing vaccine candidates for some of the world's toughest viral threats by utilizing the power of our innovative recombinant nanoparticle vaccine platform. Our vaccine technology combines the power and speed of genetic engineering with the immunogenicity enhancing properties of our Matrix-M™ adjuvant to efficiently produce highly immunogenic particles targeting some of the most pressing viral infectious diseases.

Novavax, Inc. is headquartered in Gaithersburg, Maryland with additional facilities in Uppsala, Sweden and Bohumil, Czech Republic.

This role is an operational position within the Italian commercial team. As part of the team this critical role will oversee and be accountable for Italian commercial and business operations. Key responsibilities will be to support in the Italian legal entity operation, agree and implement distribution model and manage the tender capabilities. This role will involve making Novavax prepared to deliver its future vaccines pipeline to the customer, will report to the Country Director, but work closely with Sales Team, European and US cross functional teams.

This role helps the implementation of go to market access strategic projects and other initiatives. Critical to the role is building strong relationships and effective collaboration both within the key departments of the Italian Health Authorities and internal functions. In doing so, this role will help to shape strategic decisions, including tendering and direct purchase strategies development.

Responsibilities include but are not limited to:

- Support the planning and implementation of the new Italian company entity.
- Assist in the implementation of local projects, whilst ensuring financial compliance and ease for customer use.
- Lead on the implementation of Italian commercial strategies and process for the Italian market preparing the company for tenders for all pipeline products.
- Working in collaboration with marketing, government/policy and medical affairs on solution to create holistic strategies.

- Map external payers and funder environment maintaining a close monitoring of future developments within Italian business operations.
- Take budgetary responsibility for defining and managing the commercial operations budget, ensuring that spending is managed effectively throughout the year and to plan.

Minimum Requirements:

- Requires Bachelor's degree.
- A minimum of 3 years of professional experience in the pharmaceutical industry (global, regional, or operating company level) with a focus on Commercial Operations and/or Marketing.
- Recent experience of working within the vaccine industry / commercial operations is a plus.
- Understanding of Italian Vaccines structures and experience of Italian regulatory environment is preferred.
- An ability to manage multiple demands and priorities on time, influence without authority, gain alignment and drive decision making is required.
- Excellent communication and leadership skills with a strong track record of producing results in a matrix-based environment are required.
- Strong business acumen with ability to think strategically is required.
- English language is a must

Novavax offers a base salary, annual bonus, equity grants, professional career development/growth opportunities, and a comprehensive benefits package including medical, dental, vision, Rx, STD, LTD, Life, Optional Life, 401(k) plan.

Except where prohibited by applicable state law, this position requires that you be fully vaccinated against COVID-19 unless you need a reasonable accommodation or qualify for an exemption.

Category: Sales

Location: ITA Remote Italy

Requisition number: JR100398

Schedule: Full-time

Posted: March 20, 2024