



AOP Health is the European pioneer for integrated therapies for rare diseases and in critical care. To enhance our team in Vienna or London we are looking for a:

## Director Commercial Development Intercontinental

1010 Vienna | Full-time employee | Start: ab sofort |



***We are looking for a Director Commercial Development to drive AOP's revenue growth outside Europe and the United States by identifying high-potential markets and establishing strategic licensing and distribution partnerships. The role owns the full international market entry lifecycle — from opportunity assessment and partner selection to deal execution and performance optimization.***

### What Your Day To Day Will Look Like

- Identify and prioritize intercontinental markets based on commercial potential, patient access, regulatory feasibility, reimbursement landscape, competitive dynamics, and partner ecosystem maturity
- Develop robust business cases and investment recommendations for senior leadership
- Build and manage a structured international opportunity pipeline
- Design and execute scalable market entry strategies aligned with AOP's corporate growth agenda
- Lead structured partner search, evaluation, and due diligence processes
- Negotiate complex international licensing and distribution agreements end-to-end
- Structure financially robust agreements including milestone payments, royalties, transfer pricing mechanisms, and performance incentives
- Ensure agreements are compliant with regulatory, pharmacovigilance, quality, and operational requirements
- Coordinate cross-functionally with Marketing, Regulatory, Supply Chain, Finance, Legal, and Alliance Management

### Main Benefits

-  Bonus
-  Homeoffice
-  Company Car
-  Employee mobile phone
-  Flexible working hours
-  Laptop
-  Initial and continuing education
-  Good transport connection
-  Employee events

### Your Contact

- Monitor partner performance against contractual targets and lead corrective action plans when required
- Identify expansion opportunities within existing alliances and drive portfolio lifecycle growth

## Your Qualifications And Experience

- Master's degree required; MBA or advanced degree preferred
- 10+ years of pharmaceutical commercial experience in international, regional, or global roles
- Experience driving business expansion in North Africa or Southeast Asia with demonstrated success negotiating complex cross-border commercial agreements
- Proven track record in international licensing, distribution partnerships, or business development
- Strong experience in financial modeling and business case development
- Strong stakeholder management skills in matrix organizations
- Leadership experience managing senior internal and external stakeholders
- Fluency in English required
- Willingness to travel internationally up to 50% of the time

## Our offer

- A high-impact strategic role with direct influence on AOP's international growth agenda
- End-to-end ownership of business expansion into new intercontinental territories
- Direct exposure to senior leadership and participation in key strategic decisions
- The opportunity to shape international partnerships and build long-term commercial platforms
- An entrepreneurial environment with high autonomy and decision-making authority
- A collaborative, agile, and international team culture with flat hierarchies
- Due to legal requirements, we are obliged to disclose the collective agreement minimum salary, which is EUR 70.910 gross per year, based on full-time employment. However, our actual remuneration packages are market-oriented and aligned with your qualifications and professional experience.

*If you would like to work as a team player in an international environment and can identify with our values "Agile, Ambitious, Aligned, Accountable and Appreciative", then: Take this CHANCE and*



**Larisa Barkowski**

Talent Acquisition Lead

*Further information on our website:*

[aop-health.com](https://aop-health.com)