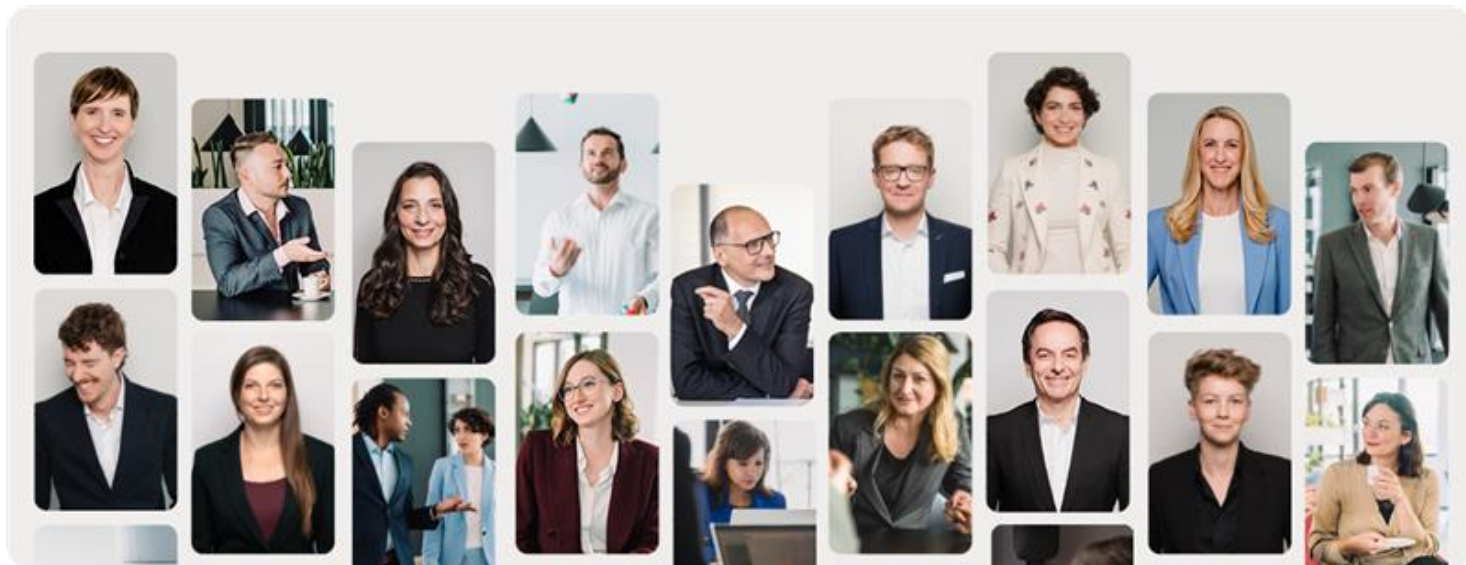




AOP Health is the European pioneer for integrated therapies for rare diseases and in critical care. To enhance our team in the US we are looking for an:

Executive Director Market Access Trade & Distribution (US)

07102 Newark | Full-time employee | Start: as of now |



In this role, you will lead the Trade & Distribution strategy to ensure product availability and exceptional patient access across the US. You will oversee specialty pharmacy and distributor networks, wholesalers, WAC and discount guardrails, DSCSA and state licensing compliance, as well as channel performance analytics to enable efficient and reliable access for every patient.

What Your Day To Day Will Look Like

- Design national distribution channel strategy (Specialty Pharmacy, Specialty Distributor, wholesalers, and hospital channels) and SLAs.
- Negotiate and manage trade contracts (SP/SD/wholesaler, GPO interfaces, hospital agreements) with Legal and Pricing & Contracting.
- Stand up channel reporting (inventory positions, service levels, dispense data, time to therapy) and lead partner QBRs.
- Oversee licensing and compliance (DSCSA, state licenses, SOPs) and manage returns/chargebacks disputes.
- Coordinate cross-functionally (Supply Chain, Tech Ops/CMC, Quality, Finance, Commercial Ops) for launch readiness and continuous improvement.
- Manage relationships with key channel partners (e.g., Cencora, Cardinal, McKesson) to ensure service excellence.

Your Qualifications and Experience

- 10+ years in biopharma trade and distribution, including building programs for specialty launches.
- Solid understanding of Wholesaler, GPO and Government Reporting

Main Benefits



Bonus



Homeoffice



Company car



Employee mobile phone



Flexible working hours



Laptop



Initial and continuing education

Your Contact



- Deep understanding of SP/SD/wholesaler economics, order-to-cash processes, and inventory management.
- Demonstrated success negotiating complex channel agreements and leading partner performance management.
- Ability to lead and manage teams effectively.
- Strong communication and interpersonal skills.
- BA/BS required; advanced degree preferred.
- Rare disease channel design and patient services/hub model experience an advantage.
- US-based; partner and site visits as needed (~30%).

Our Offer

- An opportunity to build and lead a national commercial organization for a high-impact therapy.
- A collaborative and entrepreneurial culture that values innovation, accountability, and growth.
- Competitive compensation package and bonus scheme
- Benefits: 401K/Life/STD/LTD, 20 days paid vacation, car allowance
- Professional development and career advancement opportunities within a growing international company.

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