



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 a:

VP National Sales (US)

07302 Jersey City | Full-time employee | Start: 01.11.2025 |



In this role, you will lead national sales strategy and execution for Rapiblyk across hospital critical care and cardiology settings. You'll build and coach a high-performing team engaging IDNs and health systems to drive adoption, growth, and commercial excellence for AOP Health.

What Your Day To Day Will Look Like

- Execute the US go-to-market strategy, including account segmentation, coverage model, territory design, quotas, and incentive plans.
- Lead quarterly business reviews (QBRs) and pipeline reviews to ensure operational excellence.
- Manage, develop, and lead Regional Directors and Key Account Managers, establishing a strong coaching cadence and certification standards.
- Partner with Market Access and Trade to navigate IDN/GPO negotiations and align pricing guardrails and contracting strategies.
- Build and maintain senior relationships with health-system decision makers and cardiology key opinion leaders (KOLs).
- Represent AOP Health at national and regional forums to strengthen the brand's reputation and presence.
- Deliver accurate national forecasts (volume, revenue, GTN inputs) and comprehensive risk/opportunity assessments in collaboration with Commercial Operations and Finance.
- Ensure compliant field execution in line with FDA/OIG guidance, the Sunshine Act, and internal policies.
- Drive seamless launch execution in partnership with Marketing and Medical Affairs.

Main Benefits

- ★ Bonus
- 🏠 Homeoffice
- 🚗 Company car
- 📱 Employee mobile phone
- 🕒 Flexible working hours
- 💻 Laptop
- 🎓 Initial and continuing education

Your Contact



Your Qualifications and Experience

- Minimum of 10 years' progressive sales leadership experience in hospital and/or cardiology markets; national scope preferred.
- Proven track record of building and leading high-performing teams that exceed revenue goals for specialty hospital therapies or devices.
- Deep expertise in IDN/GPO selling, complex deal management, and strategic account planning.
- Strong leadership, communication, and interpersonal skills, with the ability to inspire and manage teams effectively.
- Bachelor's degree required (BA/BS); MBA preferred.
- Ability and willingness to travel approximately 50–60% of the time.

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