

# Turkey Jobs Expertini®

## Regional Manager - Oncology/Hematology - Turkiye

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Company: Massive Bio, Inc.

Location: İstanbul

Category: other-general

Massive Bio is a rapidly growing health-tech startup founded in 2015 to provide every cancer patient with access to clinical trials regardless of their location or financial stability. Our proprietary patient recruitment and enrollment enablement solution for oncology clinical trials solves every point of friction in traditional clinical trial enrollment. Privately held and headquartered in NY City, our passionate changemaker team is looking for a Regional Manager to join our team in Istanbul, Turkiye. As a member of the business development team, the Regional Manager will be key to focus on Massive Bio's clinical trial enrollment services and the development of Massive Bio's growth efforts in all markets. The ideal candidate will have experience in Biotech/Pharma and the healthcare environment. Reporting to the VP, Head of Corporate Development, you will: Creatively source and identify cancer patient community channels, mainly in Europe. Strategically identify and partner with cancer provider channels, especially those physicians, hospitals, CROs, and health systems with maximum potential to augment Massive Bio's provider network. Conduct and boost the performance of our partners, patient advocates, and provider engagement teams through analyses and developing ideas about improving them. Maintain day-to-day operations in local markets to improve international enrollment rates. Managing P&Ls in the respective countries. Provide continuous feedback and tactical and strategic plans to marketing teams. Contribute to Massive Bio's strategic initiatives, such as identifying and pursuing new growth opportunities with maximum ROI and speed. Candidate Profile: BS/BA degree or equivalent experience. 5+ years experience in channel partnership development or business development in healthcare tech, healthcare, or pharma companies. Exceptional relationship-

building skills. Fluent in English. Preferably having an additional European language. Preferably, familiarity with medical terminology and health care systems. Able to adapt to situations quickly, with a start-up mindset. Flexible in traveling internationally. Excellent overall communication skills. Thrive in a fast-paced environment. Proactive, passionate about client work, detail and quality-oriented, comfortable with ambiguity, data-driven, and growth mindset. Living in Istanbul, preferably on the European side. The work location is Maslak, Istanbul, at least 2/3 days a week at the office. No military obligation for candidates. Powered by JazzHR

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