

Site & Patient Networks Manager Italy (f/m/x)

We want you!

Clinerion is a Swiss-based technology and real-world data services company with international presence in Switzerland and Turkey. Clinerion provides disruptive software solutions supporting life sciences companies and hospitals in the process of developing new medicines.

One of our key solutions is the Patient Network Explorer (PNEx), which automatically finds eligible patients for clinical studies in Big Data settings, such as hospitals and other healthcare organizations. In drug development, this addresses a major problem of finding significantly more eligible patients faster and at lower costs. PNEx works through integration with electronic health records at hospitals and represents a federated network of servers, allowing central querying and local patient identification. PNEx also generates data for Real-World Evidence. Clinerion is part of Informa Pharma Intelligence.

Informa Pharma Intelligence is one of the world's leading providers of data and intelligence on clinical trials, drug treatments, medical devices and what's new in the regulatory and commercial landscape.

We help pharma and medtech companies looking to bring innovative drugs, treatments and devices to market successfully, whether that's by understanding competitor activity, identifying investment opportunities and unmet clinical needs, staying up to date on regulatory trends, designing effective clinical trials, identifying sites, investigators and patients, or reporting results in compliant way.

Our customers include the top 50 pharmaceutical organizations, the top 10 contract research organizations and a range of medtech and biopharma companies who want to make better informed decisions faster, with more confidence and better outcomes.

We have best-in-class data covering 200,000+ companies, 250,000 clinical trials in 175 countries and 65,000 drugs across 1,000+ diseases, supported by hundreds of expert analysts and a global team of journalists providing news, insight and consultancy.

Your Role

This role as Site & Patient Networks Manager will establish relationships with hospitals and build Clinerion's presence in Italy. You will learn and utilize our clinical trial analytics solution and set up partnerships with hospitals to deploy the solution. You will have the autonomy to build and own relationships at numerous levels of hospitals, including with clinicians, physician-researchers, executives (CIOs, CMOs, CROs), IT, and analytics stakeholders. Your work will be instrumental in building a network of health systems and driving clinical trial volume towards them from Informa's vast network of sponsors.

Your Responsibilities

- Set up business partnerships with health systems, hospitals, and physician groups within Italy
- Learn and utilize our clinical trial analytics platform, including the data, technology, and applications for health systems and hospitals
- Establish and grow a pipeline of health systems, hospitals, and physician groups
- Lead pitches and meetings with prospects, and pull in expertise from the organization where required to convert prospects to customers
- Build an expansive network of connections with key decision-makers in hospitals, including Chief Information Officers, Chief Research Officers, Chief Medical Officers, and other executives with oversight on clinical research and analytics activities
- Represent the organization at key professional symposia and congresses to build relationships with healthcare organizations
- Collaborate internally to improve marketing collateral, sales operations, and other activities to maximize pipeline growth and conversion
- Maintain accurate and up-to-date information in the internal CRM system
- Build and leverage expertise on your region's clinical research landscape, government and professional group initiatives, associated industry trends and the competitive landscape

Your Profile

- 5 – 10 years of experience working directly with health systems and hospitals in Italy
- An existing portfolio of contacts and relationships with hospitals in Italy
- Possess a deep understanding of how clinical research works at healthcare organizations in Italy
- Clear understanding of clinical data workflows including data from EHR systems, hospital information systems, enterprise data warehouses, pathology and radiology systems, and unstructured data elements, etc.
- Knowledge of or an interest to learn about the basic principles of patient privacy and security laws, including HIPAA, GDPR, and other relevant laws
- Strong business acumen, oral and written communications skills, and the ability to successfully interface and build relationships at all levels in the organization
- Self-starter who can work both collaboratively and independently
- Ability to work closely with and influence related cross-functional groups and other internal and customer stakeholders
- Fluency in Italian, oral and in writing; ideally native speaker
- Advanced proficiency in English

Additional Information

We offer an exciting opportunity to make an impact on medical innovation and patient care in a dynamic start-up environment. This position has great potential for growth and development. Clinerion has a diverse workplace with flexible work arrangements to support our people achieve work/life balance, while meeting the high demands of our business. This position comes with attractive compensation package, flexible work location and hours.

- Traveling required: 40-60%
- The position is a full-time position, 100%
- The position is unlimited
- This is a fully remote working role.

How to apply?

Please send your compelling dossier containing all relevant details (CV, motivation letter at minimum) to eva.zuberer@clinerion.com.

We know that sometimes the 'perfect candidate' doesn't exist, and that people can be put off applying for a job if they don't fit all the requirements. If you're excited about working for us and have most of the skills or experience we're looking for, please go ahead and apply. You could be just what we need! We believe strongly in the value of diversity and creating supportive, inclusive environments where our colleagues can succeed. As such, Informa is proud to be an Equal Opportunity Employer. We do not discriminate on the basis of race, colour, ancestry, national origin, religion, or religious creed, mental or physical disability, medical condition, genetic information, sex (including pregnancy, childbirth, and related medical conditions), sexual orientation, gender identity, gender expression, age, marital status, citizenship, or other protected characteristics under local law.