



PAION is a publicly listed specialty pharmaceutical company developing and aiming to commercialize innovative drugs for out-patient and hospital-based sedation, anesthesia and critical care services. PAION's lead compound is remimazolam, an intravenous, ultra-short-acting and controllable benzodiazepine sedative/anesthetic drug candidate for which PAION has completed the clinical development for use in procedural sedation in the U.S. and its local licensee Cosmo Pharmaceuticals submitted a New Drug Application in April 2019. In Japan, licensee Mundipharma filed for market approval for remimazolam in general anesthesia in December 2018. In China, licensee Yichang Humanwell filed for market approval for remimazolam in procedural sedation in November 2018. In Europe, PAION is seeking approval for remimazolam in the indications general anesthesia and procedural sedation. For the development of remimazolam in general anesthesia, PAION is currently conducting a Phase III trial in Europe. The submission of a Marketing Authorization Application in procedural sedation in the EU is planned based on the U.S. development program. Development of remimazolam for intensive care unit (ICU) sedation is part of the longer-term life-cycle plan for remimazolam.

For our team in **Aachen** we are currently searching for an

### **European Marketing Manager (m/f/d)**

#### **Your tasks & responsibilities:**

- Drives the global brand development of remimazolam (brandbook, key visual, key messages, go-to-market communication etc.)
- Leads strategic marketing of key brand remimazolam and of any potential expansion of European portfolio including successful local implementation of European marketing strategies
- Drives the European brand planning process
- Drives key pre- and post launch marketing activities on a European basis, eg marketing campaign incl. digital communication, congress activities
- Manages the respective European marketing budget

#### **Your profile:**

- Bachelor degree in science, healthcare-related studies or economics, Master degree a plus
- At least 2-3 years experience in international Marketing in a pharmaceutical company managing Rx drugs
- Launch experience of a Rx drug; Experience in leading an international launch of a RX drug in the hospital sector would be of benefit
- Track record of successful brand implementation
- Track record of successfully managing international agencies
- Basic understanding of financial sector and the ability to forecast
- Basic understanding of European Market Access environment would be of benefit
- Ability to quickly embrace the science around the product
- Experience in the area of anesthesia and/or procedural sedation
- Experience of dealing with licensing partners would be of benefit
- Highly developed strategic skills
- Hands-on attitude, resilience
- Entrepreneurial mindset, self-starter
- Excellent presentation skills
- Highly developed cultural sensitivity and interpersonal skills
- Experience in leading cross-functional teams on an international level would be of benefit
- Fluency in English; Intermediate to proficient skills in German a plus

Do you want to work in an international and dynamic environment and would like to play an active role? We look forward to receiving your application preferably by email, to [HR@paion.com](mailto:HR@paion.com)

For further information please visit our website:

[www.paion.com](http://www.paion.com)