

Sales Operations Manager

Biofrontera is experiencing an exciting time of growth and our Sales and Marketing team is growing as well. We are looking to add a **Sales Operation Manager** in our US headquarters north of Boston. This position will support the organization by providing operational and analytical support to the commercial team and will provide insights and analysis into current market conditions and trends with regards to customers, products and competition. Areas of responsibility will include sales and data reporting and analytics; field sales team incentive compensation; sales force optimization and productivity; and vendor and budget management. This person must have the ability to collaborate cross-functionally with marketing, sales, medical affairs, managed markets and finance.

We are in the process of moving to our new Corporate Headquarters in Woburn, accessible by commuter via the Anderson Regional Transportation Center.

A sample of possible activities in this role include:

- Ensures that sales strategy for regions and territories are geographically aligned to profitability grow market penetration and maximize effectiveness for Biofrontera.
- Manages all sales data reporting/analytics, including management of CRM platform.
- Measures sales force productivity and ensures effective implementation of established strategies and tactics i.e. promotional responses, resource allocation/utilization, etc.
- Assist marketing team in publishing of the yearly work plan and long-range plan
- Extracts and analyzes data from various systems i.e. CRM, IMS, pricing, sales reports, specialty pharmacy reports.
- Delivers sales operations/analytics presentations to senior sales & marketing management, for meetings, i.e. board, business development, national and regional
- Assist with the development and maintains a motivating incentive compensation plan in support of the company's compensation policy.

The ideal candidate will have:

- Bachelor's degree in Business or related science
- In-depth knowledge of sales operations technologies, models and analyses
- Five plus years of experience working with commercial data in the biotech/pharmaceutical industry
- Proficiency with industry data sources like IMS/Symphony, Specialty Pharmacy Reports
- Strong computer skill, including advanced knowledge of Excel and PowerPoint
- Aptitude to work closely with sales and marketing teams and internal stakeholders to support the development of sales strategies, tactics and ongoing performance management
- Organized and demonstrated ability to work systematically and with high efficiency, achieving the relevant results on time and at a high standard.
- Strong interpersonal presentation and facilitation skills
- Demonstrated ability to build relationships by pro-actively contributing value-added information with all relevant groups and networks effectively across the company
- Effective organization and time management skills to manage multiple priorities

ABOUT BIOFRONTERA

Biofrontera is a biopharmaceutical company specializing in the development and commercialization of dermatological medications and medical cosmetics. By focusing on photodynamic therapy, intensive knowledge of this therapy form has been built up over the years and the company has become an expert in this area. No other company worldwide has made the further development of photodynamic therapy of skin diseases its objective in a comparable manner. Our most important products include a prescription-only medication to treat non-melanoma skin cancer and its precursors with photodynamic therapy. Our medication has been marketed in the EU since 2012 and in the USA since May 2016. The company was founded in 1997 by today's CEO Prof. Hermann Lübbert. Biofrontera AG is listed on the Frankfurt Stock Exchange (Prime Standard), and, since February 2018, on the US NASDAQ Capital Market.

In addition to career growth and the opportunity to deliver on an important mission to advance the field of photodynamic therapies and improve dermatological treatment options for patients, Biofrontera offers a comprehensive benefits package, including:

- Medical/dental/vision insurance and health care flexible spending account
- Competitive base salaries, short-term and long-term incentive programs
- Competitive 401(k) match, vacation and holiday time-off
- Short/long-term disability and life insurance

Please send your resume by email with the subject line Biofrontera Inc Recruiting – Sales Operations Manager to: USPositions@biofrontera.com (as a Word or pdf document).

www.biofrontera.com