

Chief Commercial Officer

About DCRM Sciences:

DCRM Sciences is a privately held life-sciences company that identifies and supports promising opportunities across the health sector. Our mission is to deliver transformative medicines to small, underserved patient populations while ensuring sustainable growth. We are seeking a Chief Commercial Officer (CCO) to lead our global commercial strategy.

Position Overview:

The Chief Commercial Officer will be responsible for developing and executing the company's global commercial strategy, ensuring successful market penetration. This role will require cross-functional collaboration with clinical, medical, regulatory, and corporate development teams.

Location:

- In-person in London, United Kingdom.
- Willingness to travel internationally.

Core Responsibilities:

- Lead the design and execution of global commercialization strategy for rare disease therapies.
- Develop innovative pricing, reimbursement, and access strategies that ensure both strong financial performance and patient access.

- Build and scale the commercial organization, including sales, marketing, market access, and patient engagement functions.
- Establish strong partnerships with payers, regulators, treatment centers, and patient advocacy groups.
- Define and monitor performance metrics across revenue, access, and patient outcomes.

Required Skills and Qualifications:

- 15+ years of commercial leadership experience in pharmaceuticals or biotech, with at least 5 years in rare/orphan drug markets.
- Proven track record of launching and scaling specialty therapies with high-value pricing strategies.
- Deep expertise in market access, health economics, and reimbursement negotiations.
- Strong understanding of global healthcare systems and rare disease policy landscapes.
- Experience building and leading cross-functional commercial teams.
- Excellent negotiation, communication, and stakeholder management skills.
- Advanced degree (MBA, PharmD, PhD, or equivalent).

Preferred Qualifications:

- Experience with therapies requiring specialized distribution models.
- Strong network with global payers, regulators, and rare disease treatment centers.
- Prior success in outcomes-based contracting or innovative pricing models.
- Experience working in entrepreneurial or fast-growing biotech environments.

Note: We advise applicants to consider these preferred qualifications as additional features and not a prerequisite.

What We Offer:

- Opportunity to shape the commercial future of breakthrough therapies with life-changing potential.
- Highly autonomous work environment that values rigor.
- Competitive compensation package.

Selection Process:

We are committed to a thorough and fair selection process to identify the most qualified candidates. The process begins with an initial screening call for shortlisted applicants. Candidates who advance past this stage will be invited to complete an evaluation case relevant to the role. Final hiring decisions will be based on the results of this evaluation. Successful candidates will receive an offer; those not selected will be notified accordingly. If you do not hear back from us, it means you were not selected to move forward at this time.