



Regional Director – EU Subsidiaries

Company: Terapet SA
Headquarters: Geneva, Switzerland
Position Title: Regional Director of Terapet’s EU Subsidiaries
Reports to: CEO, Terapet SA
Location: Sweden (primary, on-site) with regular collaboration with Swiss HQ (Hybrid/Remote)
About Terapet: Terapet SA is a Geneva-based CERN MedTech start-up developing innovative medical imaging technologies to advance nuclear medicine and particle therapy. As part of its growth strategy, Terapet is establishing Clinical Research Organization (CRO) subsidiaries in the EU to support regulatory, clinical, and commercial expansion.
Role Overview: Terapet is seeking an accomplished, strategically minded Regional Director to lead its EU CRO subsidiaries, primarily based in Sweden. This senior role holds full responsibility for commercial performance, operations, regulatory compliance, and sustainable regional growth, in alignment with Terapet’s global strategy and quality standards. The Regional Director will build and lead a scalable, high-performing CRO platform, overseeing business development, client relationships, and people leadership while delivering high-quality clinical research services to biotech, pharmaceutical, and medical device partners.
Key Responsibilities: <ul style="list-style-type: none">● Business Development & Client Management<ul style="list-style-type: none">○ Develop and implement a comprehensive Clinical Research Organization strategy aligned with Terapet’s global objectives○ Drive regional revenue growth through new client acquisition and expansion of existing accounts○ Build and maintain strong relationships with sponsors, biotech, pharma, and medical device clients○ Act as the key regional interface with global partners and the parent organization● Operational Oversight<ul style="list-style-type: none">○ Oversee delivery of clinical trials and research projects to ensure quality, timelines, and budgets are met○ Ensure adherence to ICH-GCP, regulatory requirements, SOPs, and quality standards○ Monitor key performance indicators (KPIs) related to project delivery, utilization, and profitability○ Partner with global functional leads (Clinical Operations, Data Management, Regulatory, QA) to resolve escalations



- **People & Team Management**
 - Lead, coach, and develop regional teams including project management, clinical operations, and support functions
 - Build a high-performance culture focused on accountability, collaboration, and continuous improvement
 - Support hiring, onboarding, performance management, and talent retention

Required:

- Education:
 - Life Sciences / Clinical / Medical background or
 - Business degree with deep CRO leadership experience
- Experience:
 - 10–15+ years of experience within a CRO or clinical research environment
 - Strong understanding of clinical trial operations and regulatory frameworks and quality systems
 - Proven track record in business development, client relationship management, and revenue growth

Preferred:

- Advanced degree (MBA, PhD, PharmD)
- Proven leadership experience managing regional or multi-country teams
- Background in MedTech, biotech, or pharmaceutical research
- Experience scaling CRO operations in emerging or high-growth markets

Key Competencies:

- Strategic, commercial and results-driven mindset
- Ability to balance regulatory rigor with commercial urgency
- Comfort making decisions under incomplete information
- Experience operating in a start-up-adjacent environment

Candidates will be evaluated based on the strength and combination of the following dimensions:

- Deep understanding of CRO operations and clinical trial delivery
- Demonstrated regulatory credibility within clinical research environments
- Proven responsibility for commercial growth, client development, and P&L ownership
- Experience leading multi-cultural teams
- Comfort operating in a start-up or scale-up context with evolving structures

If you want to know more about this job, please contact the CEO, Dr. Christina Vallgren on +41 76 466 9139.

This position will be filled as soon as a suitable candidate is found. If you are interested in this position, please send your application (including cover letter and CV) to: recruitment@terapet.ch