

In-licensing Manager - Commercial Division

We launched an internal and external recruitment & selection process for the position of In-licensing Manager, reporting full line to the Business Development Manager.

KEY ACCOUNTABILITIES:

- Responsible for the inorganic growth in our business development strategy by identifying market opportunities;
- Coordinates business development initiatives and local projects such as distribution agreements, Merge & Acquisitions projects (full businesses, portfolio and market authorizations);
- Establish and implement launch plans in-line with budget period assumptions;
- Systematically perform portfolio/product performance benchmarks with competition companies in the country and propose conclusive action plans for local portfolio completion;
- Secure regular communication channels with affiliates including face to face meetings: share best practice & get additional learnings;
- Acts as a role model, in line with all ethical & compliance Zentiva rules and promote the highest ethical & compliance standards.

JOB REQUIREMENTS:

- Education: University degree
- Experience: Previous business development role experience is required, business development experience in pharma is an advantage
- Knowledge:
 - o In-depth knowledge of Business Development & Business Strategy
 - o Demonstrates excellent English language skills
- Characteristics:
 - o Highly focused and drives to set for him/herself ambitious objectives
 - o Integrity, tenacity and adaptability in complex situations and an often changing environment; able to handle pressure and commit to and respect deadlines
 - o Ability to constantly self-challenge and challenge others in a constructive way
 - o Quick to analyse and take action
 - o Excellent communication skills
 - o Capacity to perform highly both individually and within a team
 - o Very good level of English: written and spoken

Please send your application or recommendations to cariereromania@zentiva.com until 15th of July included.

