

SENIOR BUSINESS DEVELOPMENT MANAGER – JOB DESCRIPTION

INFORMATION ON THE JOB

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| Job Title | Senior Business Development Manager |
| Department | Partnering Europe |

REQUIREMENTS ON THE POSITION

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| Required level of education | Scientific or engineering graduate (PhD preferred) |
| Required work experience | <p>Previous experience in the pharmaceutical/biotech industry or related field (4+ years).</p> <p>Healthcare business acumen and experience (MBA or business training)</p> |
| Required skills & knowledge | <p>Technical/Functional Expertise in Business Development (BD): Experience in BD, Licensing activities, Investment banking/private equity, Strategic Planning or corporate development in the pharmaceutical or healthcare industries. Demonstrated project management and communication skills with high intellectual capability, agility and adaptability. Good financial modeling and forecasting skills. Understanding of deal structure; financial input to business cases. Experience in healthcare partnering projects, from screening to signature, including managing and negotiating contracts agreements.</p> <p>Teamwork capabilities / Interactions: Focus on teamwork, collaboration, and driving results. Experience/capacity to work within a cross-cultural/global team. Provide effective feedback, ensuring that joint learning occurs. Work collaboratively with a high degree of planning, coordination, and project management skills. Inspire and build trust. Proven ability to lead teams/stakeholders at all levels within the organization through competing business priorities/deadlines.</p> <p>Interaction / Innovation / Decision-making: Excellent communicator, able to persuasively convey both ideas and data, verbally and in writing (in English), to senior management and external partners. Creative, constantly looking for innovative solutions and paths forward. Resourceful, decisive and proactive; must be able to handle multiple priorities. Sound judgement, high integrity with ability to maintain strict confidentiality.</p> <p>Language proficiency and other qualifications Fluent in English. Superior analytical, strategic, and communications (written and verbal) skills. Working experience in cross-functional and international teams. Additional language skills are advantageous. Very good Microsoft Office skills (especially Excel and PowerPoint).</p> |

OBJECTIVES AND TASKS OF THE POSITION

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| <p>Objectives</p> | <p>1) The senior BD manager, project lead, is in charge of leading robust and fast-paced Business Development Opportunity Assessments. His / her focus is on 4 main areas: search & evaluation, opportunity evaluation (HLA, pre DD and DD), communication/ negotiation with external partner and internal communication with all stakeholders.</p> <p>2) The BD manager is also involved in: (a) the overall strategy of Partnering activities (b) reviewing process, tools, templates and make recommendations on how to improve project management.</p> |
| <p>Tasks</p> | <ul style="list-style-type: none"> ➔ Search and Evaluation / Screening of opportunities <ul style="list-style-type: none"> - Take part in the screening activities prior to partnering events - Attend partnering events and approach target companies; lead initial contact, including selling Chugai capabilities alone. ➔ BD Project management: <ul style="list-style-type: none"> - Prioritise a pipeline of opportunities based on internal and external technical experts' review. - Evaluate potential opportunities according to the science, strategic fit, overall attractiveness / feasibility, and profitability. - Lead cross-functional team for various steps of evaluation of opportunities and challenge and question experts. - Value diverse perspectives and cultural norms, driving team engagement and collaboration with internal/external partners. In particular, establish close collaboration with external consultants and internal functions across the organisation to ensure a high level of quality in the planning and execution of his/her partnering projects. - Seek cross-functional alignment on opportunities and prepare & present executive summary to relevant internal stakeholders at European and Global (Japan) Chugai levels. - Communicate and negotiate with external partners (consultants, bankers, pharma companies, biotechs, medtechs...). - Prepare NBTS and NBO, can review agreements and discuss with legal. ➔ Other activities: <ul style="list-style-type: none"> a) Strategy <ul style="list-style-type: none"> - Understand the business, competitive landscape, market, and customer to inform strategic plans, challenge assumptions, and identify creative solutions to business issues. - Take part in brainstorming sessions to assess existing strategy and bring new ideas by animating workshops for instance. - Give recommendation on priorities. b) Process and tools <ul style="list-style-type: none"> - Give recommendations on how to improve existing processes. - Take initiatives on new tools and on improving templates to improve project management. c) Train / mentor new people in the team |

SPECIAL POWERS OF THE POSITION (PLEASE FILL IN)

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| Powers of attorney | No |
| Budgetary responsibility | No |

DATE / SIGNATURE

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| date | First/Last name | Executive / Insert Managers title |
| date | First/Last name | Job holder |
| date | First/Last name | for the HR department |