

SENIOR BUSINESS DEVELOPMENT MANAGER – JOB DESCRIPTION

INFORMATION ON THE JOB

Job Title	Senior Business Development Manager
Department	Partnering Europe

REQUIREMENTS ON THE POSITION

Required level of education	. Scientific or engineering graduate (PhD preferred)
Required work experience	. Previous experience in the pharmaceutical/biotech industry or related field (4+ years). . Health care business acumen and experience (MBA or business training)
Required skills & knowledge	<p>Technical/Functional Expertise in Business Development (BD):</p> <ul style="list-style-type: none"> . 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 modelling 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>Teamwork capabilities / Interactions:</p> <ul style="list-style-type: none"> . 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>Interaction / Innovation / Decision-making:</p> <ul style="list-style-type: none"> . 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>Language proficiency and other qualifications</p> <ul style="list-style-type: none"> . 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 Power Point).

OBJECTIVES AND TASKS OF THE POSITION

<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)

Powers of attorney	No
Budgetary responsibility	No

DATE / SIGNATURE

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