

Senior Director, Business Development

Inceptua is a specialty pharmaceutical company and a premium global service partner. Inceptua Pharma commercializes and markets orphan and specialty care products and have the expertise and capabilities to supply unlicensed medicines globally. Inceptua Services supports pharma and biotech companies with global clinical trial comparator sourcing, packaging and labelling solutions, pre-approval and medicines access programs and consulting

Inceptua partners with life science companies of all sizes, drawing on over 20 years of industry experience, and has global operations with local offices across Europe, North America, and Asia.

We recognize that investing in talented people creates value for our customers, our employees, our suppliers and the communities in which we live and work. Our success is based on the motivation, dedication and performance of our people. We strive to go the extra mile and achieve excellence in all our services.

We are hiring for the position of **Senior Director, Business Development** to be based in our offices in Windsor, UK, for a start in Q1 2021.

You will be responsible for the business development activities for our Medicines Access (“MA”) business unit as well as substantially contributing to our efforts to in-license launch-ready specialist products for our Pharma business unit. You will report to the EVP, Medicines Access and you will also have a “dotted-line” reporting relationship with our Chief Business Officer to support the development of the Pharma BU.

Responsibilities include, but are not limited to:

- Cultivate global strategic long-term relationships with Pharmaceutical and Biotech Company clients to achieve current targets, and to build a long-term pipeline
- Understanding client needs
 - To offer bespoke and valued services and partnering solutions
 - To support the development of new services for MA
 - To elicit feedback on success / failure of proposals / provide testimonials
- Build a pipeline of new business and potential partnering opportunities, to ensure continuity of revenue, gross profit and growth
- Create, agree, monitor and review a strategic approach to business development to meet both strategic objectives and financial goals
- Develop and submit proposals for all access programs in a timely manner to satisfy customer needs
- Liaise with Chief Business Officer and EVP Pharma to facilitate initial presentations of Inceptua’s partnering capabilities
- Drive the completion of contracting with clients in a timely manner
- Achieve revenue, gross profit and growth goals in line with target by winning new business opportunities from new and existing clients
- Work collaboratively with internal stakeholders to develop and execute a marketing plan for all MA activities – include activities such as conference attendance & management, materials, branding & reputation, thought leadership etc

- Budget management – submit a plan through business planning process and work within allocated budget to achieve objectives
- Training – SOPs / compliance with Inceptua standards / self-development – seek new opportunities to develop in role
- Maintain and track the development of assets in pharma & biotech pipelines & portfolios through a live database to support ongoing business development activities
- Teamwork and communication – work collaboratively within the Medicines Access and Pharma business units and more broadly within the Inceptua Group to achieve productive working relationships which focus on achieving client satisfaction and timely deliver
- Environmental knowledge – keep abreast of pipeline developments for target assets through industry alerts to support outbound communication / targeting of companies etc
- Execute your responsibilities according to lawful and ethical standards
- Work on joint projects with staff across the Group
- Proactively provide suggestions for improvement that benefit business development in Medicines Access and also the entire Group
- Accomplish individual goals as per requirements determined by the Line Manager

Your profile:

- You have a minimum of 10 years' experience in the pharmaceutical and biotech industry with demonstrated success
- You have a minimum of 5 years' experience in a healthcare service sector business development and sales environment
- You have in your prior roles direct experience of working with both continental European and US pharmaceutical and biotech companies
- You are fluent in English
- You have excellent presentation skills
- You have demonstrated success in working in a multi-function, multi-country matrix management environment
- You have proficient IT skills, including PowerPoint, Excel and Word
- You have an open collaborative approach and mindset given the cross-functional role with the ability to engage with all Inceptua employees
- Awareness of cross-cultural sensitivities and respect for colleagues in order to effectively engage, both internally and externally to secure best outcomes

This position is full-time, based at Inceptua's offices in Windsor, although you will be expected to travel extensively across Europe and the US. We offer a competitive salary, healthcare, pension, life insurance and a discretionary performance-based bonus.

Our company is home to employees from various backgrounds that speak a range of languages. If you have a forward-thinking attitude and are ready to go the extra mile with us, we look forward to receiving your application.

Please send your application in English, including a covering letter, to **recruitment@inceptua.com**.

Attachments must be in PDF format.