1. Role of your area within the pharmaceutical industry

**PURPOSE**
To maintain a robust product pipeline and ensure the launch of the right products, at the right time with the right partner. The objective: to build sales and contribute shaping the company’s future.

**RESPONSIBILITIES**
Identify, prioritize, pursue new opportunities/molecules and overcome the challenges faced during this process. Liaison between external partners & internal groups within company.

**CORE FUNCTIONS**
Competitive analysis, pipeline development, market research, interdepartmental communication, portfolio management, strategic planning...
2. One day in the office

- Training Session
- Interdepartmental Meeting
- Market & Product Research
- Customer Updates
3. What is the market looking for?

PERSONAL SKILLS FOR THE JOB POSITION

- Analytical thinking
- Negotiation skills
- Communication & interpersonal skills
- Proactivity
- Others
4. Are you the right profile?

• **Job description:**
  - Development of Business Cases to identify new opportunities worldwide
  - Active search of potential partners & market research
  - Follow up of agreements and contracts
  - Availability to travel a significant % of time

• **Knowledge:** Languages, Negotiation & Computer skills (Excel, Outlook, PowerPoint)

• **Previous knowledge:** University degree preferably in Pharmacy, Chemistry, Engineering, Economics or Business Management
5. Career development

- Area Manager
- Internal consultant
- Subsidiary’s manager
- Sales director
Thank you