

# United Arab Emirates Jobs Expertini®

## Business Development Manager - Europe amp Middle East - Dubai - Aspen Pharma Group

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Company: Talent Pal

Location: Dubai

Category: other-general

**ROLE PURPOSE:** Perform market gap analysis portfolio licensing acquisitions to ensure a sustainable and viable portfolio in Aspen Healthcare. Utilizing market business knowledge networking advanced communication skills and strong ability to execute successful agreements. **RESPONSIBILITIES:**Work on pipeline investigation including current and future trends utilizing relevant market reports and databases to identify gap lists unmet needs and opportunities.Evaluating market potential of set products therapeutic categories and ongoing pipeline to cover EME market gaps and opportunities.Perform market evaluation via desk and market research including questionnaires and visits to targeted key opinion leaders in the markets in addition to internal team and partners feedback.Conduct detailed review of pharmaceutical market landscape and acquisition opportunities.Identifying portfolio licensing and acquisition options and sources per agreed strategyPerform and present a P&L and business case for selected products to support the final GoNo go decision.Build and maintain strong and efficient relations with different licensors manufacturers partners to ensure Aspens sustainable portfolio.Effective participation in pharmaceutical BD portfolio and partnership conferences.Creating negotiating and closing selected product licensing and local acquisition agreements. Including the coordination of the relevant business cases and internal approval processes.Tracking NBD activities and different projects generating relevant reports.Liaising engaging and coordinating with relevant internal stakeholders including legal regulatory affairs supply chain finance and Group functions as per need.Work with commercial and marketing BD and portfolio teams on pipeline market

investigation including current and future trends utilizing relevant market reports and databases. Establish and build strong working relationships with colleagues and external project stakeholders with the aim of developing a climate which fosters enthusiasm teamwork and success. EDUCATION QUALIFICATIONS AND EXPERIENCE: Bachelor Degree in Pharmacy. Minimum of 5 years experience in Pharmaceutical Business Development. Strategic thinker strong problem solving and influencing skills. ASPEN COMPETENCIES BUSINESS Performance driven Makes Good decision Faster consumer/ Customer commitment Accountability/Ownership PEOPLE Communicate Effectively Leads and influence others Develop talents/teamwork and diversity SELF Demonstrate Passion for Aspen Contribute special expertise Take action with integrity SKILLS & ATTRIBUTES: Multitasking Business Analysis and Financial skills Technical Professional Industry Knowledge Market knowledge Information seeking Informal communication skills Team player Understand Aspen Story This job has been sourced from an external job board. More jobs on #J-18808-Ljbfrr

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