

## Business Development Manager - Europe & Middle East

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Company: AIAlamein International University

Location: Dubai

Category: other-general

### Job Description

**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 on-going 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 partner's feedback. Conduct detailed review of pharmaceutical market landscape and acquisition opportunities. Identifying portfolio licensing and acquisition options and sources per agreed strategy. Perform and present a P&L and business case for selected products to support the final Go-No go decision. Build and maintain strong and efficient relations with different licensors, manufacturers, partners to ensure Aspen's 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: Multi-tasking Business Analysis and Financial skills Technical Professional Industry Knowledge Market knowledge Information seeking Informal communication skills Team player Understand Aspen Story #KJ

#### Job Requirements

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