



## **Senior Business Development Manager – MSN Laboratories Pvt. Ltd., Hyderabad**

### **Prerequisites:**

- Candidates with 12-15 yr of total experience & a minimum of 3 - 4 yrs in Business Development role with expertise in managing Global Product Portfolio, In licensing activities, Opportunity Identification & Business analysis can apply.
- Bachelors/ Masters degree in a Pharmaceutical Sciences/ Medicinal Chemistry/ Organic Chemistry discipline, or equivalent qualification from reputed institution
- Advance degree like MBA/ Law will be an added advantage for senior position
- Knowledge and Experience of understanding IP and Legal framework
- Well versed with database like – Newport/IMS/ Cortellis/ IPD Analytics/ Ark Intelligence
- Knowledge of making Product Reports/ White paper on
- Expert in excel skills like Pivoting, Data Mining, Business analytics tool, Tableau
- Making of Business Cases of products/ Concept of timelines/ Sales and Volume Forecast
- Well versed with concepts of Patent information, Product filing and regulatory exclusivities
- Consultative sales experience would be an advantage
- Proven success in a sales role dealing with senior management in multi-national companies would be an advantage
- Strong presentation, communication, negotiation and closing skills
- Highly developed business acumen and the ability to understand the wider issues of the Pharmaceutical industry
- The ability to identify new opportunities and maximize product potential
- Ability to work in cross functional team with R&D and Plant

### **Key Responsibilities:**

- Working closely with all key stakeholders including regional contacts
- Managing and developing the Product Portfolio availing all new business opportunities
- Developing & understanding of both API and Dosage products which are part of R&D Program, competitors' landscape and clients to enable maximized sales and revenue generation
- Perform required due diligence, scenario planning, modeling, and profitability analysis in a thoughtful, thorough, accurate & complete manner
- Corporate strategy works, develop company presentations, engage appropriate senior & cross functional team members to maximize potential/pipeline