

Job Description of Out Licensing Manager – Europe

Job Title: Out Licensing Manager - Europe (Sr. Manager Level)

Qualification: B Pharm/M Pharm with MBA

Years of Experience: Minimum 12+ years of experience in business development in pharma sector, with emphasis on Out-Licensing

Work Location: Start working in MSN Laboratories, Hyderabad and willing to relocate to EU

Job Duties

- Primary responsibilities for executing out-licensing activities including financial analysis
- Management of existing and new projects in line with the company's business development strategies and expansion plans
- Monitor global and Europe markets for new product developments, product innovations and sectoral developments in the pharmaceutical industry
- Identify potential strategic partners with responsibility for all commercial & contractual negotiations
- Develop new geographical markets and pursue out licensing contracts in new markets
- Lead preparation and coordination of the Product Selection Meetings and ensure that the cooperation of the BD department with other internal departments is carried out in the most efficient way
- Good written and communication skills and strong team player.

Skills:

Experience in EU market

Clear hands on experience with of regulatory strategies, Agreements and business strategies

Identification & Understanding of the competition in the business