

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

Expertise Required in:

- Identifying potential strategic partners with responsibility for all commercial & contractual negotiations
- Support in negotiating deals and due diligence
- Management of existing and new projects in line with the company's business development strategies and expansion plans
- Monitor Europe markets for new product developments, product innovations and sectoral developments in the pharmaceutical industry
- 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

Skills:

- Good Product knowledge in EU Market
- Analytical & Negotiation skills
- Adept in regulatory strategies and agreements