

Job Description Form



Job Title:	Business Development Specialist	Seniority:	5 years
Group Company:	Euromed Pharma Italy	Location:	Preference is given to EU main cities
Business Unit:	Shared Service Unit/ Business Development		
Reporting to:	Corporate Business Development Unit Director	His/Her direct report:	n/a
Role description:	Leading scouting activity of biotech pharmaceutical companies interested in commercializing their products into Europe. Promoting company full service to hospital line and orphan drugs		

ROLE PURPOSE AND MAIN RESPONSIBILITIES

- Select potential clients, create a direct contact to implement current client portfolio
- Sizing the market, starting the local scouting activities
- Researching and identifying growth opportunities.
- Introduce autonomously the European services offered by the Company
- Visiting constantly potential clients
- Dealing with any technical requirement involved in the services offered as focal point with the support of the national offices
- Assess and deal the economic proposal to the client with the BD Director support
- Managing the whole sales process and negotiation with the BD Director support
- Managing the contractual phase with the support of the Legal office
- Managing the hand over phase into the Operational structure
- Set periodic report to the BD Director
- Planning and attending Exhibitions and Congresses mainly in Europe and USA

MAIN INTERACTIONS

INTERNAL	EXTERNAL
<ul style="list-style-type: none"> ▪ Business Development Director ▪ Head of business division ▪ Central Service Functions (i.e: business control, legal, HR, Quality & Regulatory) ▪ National Country manager and BD managers ▪ BD scouter 	<ul style="list-style-type: none"> ▪ Clients ▪ External consultants

SKILLS REQUIRED

- Good knowledge of pharmaceutical market, 3PL services, Order to cash activities
- Excellent communication skills. Proactive nature.
- Basic knowledge of pharmaceutical dossier.
- Basic knowledge of legal distribution agreement
- Highly organized.
- Good intercultural negotiation skills.
- Strong Network relations in place.
- Available to travel and attending Exhibitions
- Market Analysis skills
- Good Office knowledge

RECRUITMENT & SELECTION

Current Status:	immediately available
Education:	Degree in Business Management or Scientific Degree or Master in Business Administration or similar.
Languages:	Fluent English compulsory
Previous experience:	Position covered alternatively in Big Pharma, pharma service company, distribution, wholesaling, Orphan drug and rare disease market.