

Biocytogen Europe Innovation Center

Job Title: Business Development & Licensing Manager / Sr.Manager / Associate Director

Location: Heidelberg (Waldhofer Str.102)

Job Responsibilities

- Establish external business opportunities for out-licensing, co-development, and other structured transactions and spin-off/acquisitions.
- Lead the development and presentation of business cases of prioritized external opportunities with recommendations to management team with robust analyses, key assumptions and risks, as well as internal and external input where necessary.
- Initiate, lead and present external opportunities with limited supervision.
- Lead driving cross functional due diligence and alliance management, coordinate with R&D, CMC, Clinical, Regulatory, Operations, and Finance and executive reporting, in some instances be the main BD contact person.
- Lead BD operations and transactions including proposals and TS developments, negotiations, deal closure and alliance management.
- Contribute to the definition and revision of business development & licensing strategy that is in line with overall corporate and portfolio strategies.
- Represent Biocytogen at industry, investor and partnering conferences, develop and maintain relationship with a wide range of pharmaceutical/biotechnology industry participants.

Qualifications and requirements

- Master degree or above in bioscience or related field; PhD is strongly preferred.
- 0-2 years of experience in BD, R&D or strategic planning.
- Ample knowledge of business development/licensing and pharmaceutical R&D.
- Strong strategic thinking and analytical skills and experience.
- Demonstrated capability in communication and presentation skills tailored to different internal and external stakeholders.
- Effective interpersonal and project management skills in a dynamic and fast paced matrix environment.
- Team spirit
- English is mandatory, and mandarin is preferred.

Please send CV to vivian.tian@bbctg.com.cn