

## **ADBD**

### **Job Summary**

A new opportunity has been created for a successful Business Development professional within the life sciences, to join Vectura's Business Development team and support our mission to transform people's lives.

### **What you get**

In return for your skills and expertise, we offer a competitive base salary, annual bonus and generous benefits package including a pension plan, life assurance, private health, dental plan, share save/incentive schemes, cycle to work and **free parking**.

### **What we are looking for**

As Associate Director, Business Development you will be integral in supporting Vectura's organic growth globally. Using your skills and record of accomplishments in pharmaceuticals, you will identify and execute new licensing opportunities with new and existing partners that utilise Vectura's development expertise and proprietary technologies.

Reporting to the global Vice President, Business Development, you'll represent Vectura at key meetings, conferences and trade shows. You'll use your skills to support the creation of material to promote Vectura, such as presentations, marketing collateral, exhibition and stand/booth material.

You'll develop and maintain close working relationships with key internal stakeholders across the business, including scientific experts and legal as you negotiate and execute agreements. Upon conclusion of transactions, you'll work with Alliance Management and Project Management to facilitate a smooth handover to maximise the value of all collaborations.

### **What you need**

To be considered for the post of Associate Director, Business Development you will be degree-educated and have demonstrable track record of commercial success within the Pharmaceutical industry sector; experience working with, or for, CROs/CDMOs would be an advantage. You will be a proven skilled negotiator, an excellent communicator with experience of developing relationships and influencing internationally.

Your proven problem solving skills and strong understanding of the drug development, regulatory and commercialisation processes will ensure you are able to deliver both strategically and operationally. Experience in inhaled drug delivery technologies is desirable.

### **About Vectura**

We are global leaders in the development of innovative formulations and devices for inhaled medicines. Working collaboratively with our partners, we combine technical,

engineering, clinical and regulatory expertise to design, develop, industrialise and deliver a unique range of innovative inhaled products.

Our defined culture has been created through the participation of every one of our employees, a culture that encourages a diverse and inclusive work force. We offer flexible working opportunities that promote a healthy work life balance. We nurture our people through vocational development, mentoring programmes and career development.

With a healthy pipeline of new products in development, as well as partnerships with major international pharma companies, it an exciting time to join Vectura, you'll find it's an ideal place to develop a stimulating and rewarding career.

### **Apply**

To find out more about the role, Vectura and to apply online, click on the Apply button. Closing date for applications 16th August 2019