

Director - BD

Job Summary

A fantastic new opportunity has been created for a proven successful Business Development professional, with experience of CDMO in pharmaceuticals, to join Vectura's Business Development team at a key inflection point in the company's evolution.

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 Director - Business Development you will be integral in supporting organic growth of Vectura's global CDMO business. Using your skills and record of accomplishments in pharmaceuticals, you will identify and execute new 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 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 will be essential. 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

It's an exciting time to join Vectura, as we execute our strategy to build a leading inhaled CDMO business.

We are a provider of innovative inhaled drug delivery solutions that enable partners to bring their medicines to patients. With differentiated proprietary technology and pharmaceutical development expertise, Vectura is one of the few companies globally with the device, formulation and development capabilities to deliver a broad range of complex inhaled therapies.

We have ten key inhaled and eleven non-inhaled products marketed by partners with global royalty streams, and a diverse partnered portfolio of drugs in clinical development. Our partners include Hikma, Novartis, Sandoz (a division of Novartis AG), Mundipharma, Kyorin, GSK, Bayer, Chiesi, Almirall, and Tianjin KingYork.

Our defined culture has been created through the participation of our colleagues - a culture that encourages a diverse and inclusive workforce. We offer flexible working opportunities that promote a healthy work life balance. We nurture our people through vocational development, mentoring programmes and career development. You'll this is 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.

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