

# **Business Development & Licensing - Project Manager**

**Business development / Licensing**

**Pharma industry / Over-the-Counter Business**

**Company: UPSA SAS**

**Location: Hauts-de-seine (92), France**

**Job Type/Employment Type: Full Time/Regular**

**Salary package: Not disclosed**

## **JOB DESCRIPTION**

### **THE ROLE**

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- **While reporting to the Global Business Development Lead, the successful candidate will work closely within the UPSA Business Strategy & Innovation team to assess and guide implementation plans for new product opportunities, which will be extensive over the coming years.**
- **The BD Project Manager will participate to generate top line revenue growth and profitability for the Company through researching, structuring, negotiating, obtaining approval, closing, and managing or product acquisition and/or licensing deals targeted primary both for the french market and for international markets.**
- **This role will translate business strategy into actions through the identification, development, and closure of business opportunities. It includes pharma products, medical devices & food supplement.**

## MAIN RESPONSIBILITIES

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- Present to senior leaders, business cases based on Identification and evaluation of business development opportunities for product licensing and commercial partnerships.
- Use existing network, establish contacts, build relationships, and initiate discussions to allow harvesting of opportunities which will enable near-term opportunities, new capabilities, and long-term stable growth.
- Represent UPSA for Business Development opportunities through trade events, site visits, meetings and presentations.
- Manage a permanent portfolio of BD projects with business partners, Medical Affairs, Regulatory Affairs, R&D, Quality, Manufacturing technology, Legal, Global Marketing and Commercial.
- Develop and negotiate terms of agreement for partnerships.
- Negotiate contracts and amendments and play a pivotal role with Legal in concluding and managing contracts to execution.
- Coordinate contract input from other functional areas Medical Affairs, Regulatory Affairs, PV, Quality and Global Marketing.
- Coordinate the evaluation with Marketing and Business Analytics and lead the due-diligence process.
- Create presentations on licensing opportunities for Senior Management review and approval.
- Manage and lead multiple, complex projects with limited supervision.
- Manage the opportunity evaluation process by leading cross functional teams with Portfolio, Finance, IP/Legal, Regulatory, Marketing and Business Analytics.
- Assess the technical challenges for any target products or BD opportunities, based on personal experience and through consultation with Medical & Scientific and Technical Expertise, Regulatory Affairs, and legal counsel as may be required.
- Negotiate commitments and timelines from internal and external parties.
- Develop an active external network for sourcing products, services and innovation.

## YOUR PROFILE

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- 6 - 10 year experience in BD or commercial function, ideally in Consumer HealthCare Business (i.e: Pharma, food supplement, medical device) :
  - Minimum 5 years' relevant experience in commercial and/or business development roles within the small or medium, pharmaceutical, biotech, food supplement and/or medical device company, Cosmetic/Consumer Goods in an international environment.
  - A commercial experience in dealing with customer-relation management such as a key account manager role at regional or global level.
  - A strong track record in complex project management.
  - A proven record of professional success and goal attainment in Consumer Health / Consumer Goods Business.

- Experience of working in a diverse, multi-cultural environment - aligning to diverse stakeholder and agendas.
- Technical/scientific background would be a plus.

## REQUIREMENTS

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- Excellent project management skills in a cross-cultural and cross-functional environment notably in pre product launch activities with a strong business acumen.
- Successful experience in customer / supplier management relationship (Commercial) the contracting process for licensing and commercial partnership from initial terms to deal closure.
- Solid knowledge of the product development and approval process, including regulatory processes, legal/IP issues, quality and technical dimensions and competitive differentiators.
- Ideally strong knowledge of OTC: market; segments; trends, players, changes.
- Ability to connect and develop both internal and external network to capture business opportunities.
- Ability to consistently meet deadlines, remain organized, adaptable and be autonomous.
- Strong analytical ability and ability to think strategically.
- Influential but not overpowering.
- Excellent communication and presentation skills.
- Excellent English language skills (spoken and written).
- Ability to work and influence across functions with limited supervision
- Well-organized with the ability to prioritize multiple tasks
- Comfortable operating in a matrix organization, with the ability to achieve goals by influencing the attitudes and opinions of others.
- Good level of financial knowledge and product P&L modelling for OTC business.
- Ability to travel in EU & FRENCH SPEAKING AFRICA.

You are interested by the position and you match with the profile, please send your motivation letter + CV to:

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