

Lund 2022-04-04

**New Position:** Business Development Director

**Reports to:** CEO, Lars Minor

**Location:** Lund, Sweden or remote within EU.

### **About Newbury**

Newbury Pharmaceuticals was founded in 2020 by Swedish Karl Karlsson. We are rapidly growing and offer a product portfolio of specialty pharma medicines with focus on the Scandinavian markets. The portfolio strategy includes niche and value-added small molecules, products based on peptide technology as well as biosimilars in a variety of therapeutic categories. The portfolio consists of pharmaceuticals from several therapeutic areas with oncology, rare diseases and neurology representing more than 70 percent. The company was listed on Nasdaq First North, February 2022.

We have the ambition to become the local champion and alternative partner to the multinationals. We strive to have a positive impact in the society, bring products and technology that contribute to the overall healthcare system and patient's wellbeing

### **Position:**

The Business Development Director is responsible for the selection and development of the product pipeline. The role is fundamental in the growth strategy for the company.

The role will require strong network within the industry, analytical skills, combining information from market databases, as well as the understanding of the pharma market dynamics.

The role shall identify opportunities and develop strong partnership with R&D driven pharma companies and manage the negotiation of a product acquisition and/or in-license and the supply agreements between the parties. We are besides in-licensing of products also searching for Distribution & Marketing Agreements and potential M&A opportunities across Europe.

Newbury Pharmaceuticals AB  
Medicon Village  
Scheeletorget 1,  
223 81 LUND, Sweden

[www.newburypharma.com](http://www.newburypharma.com)

**Responsibilities:**

Responsible for leading the presence of Newbury as a reliable partner for partners, assuming responsibility and accountability for delivering results by developing company values and culture into a competitive advantage.

Responsible for overseeing business plans and interact with the team responsible for commercialization of the products from strategic partners, analyzing markets to identify business models that maximize market potential with optimal structure.

Responsible for maintaining effective external communications and strong relationships with Key Partners, and Market Teams and further use this network to identify additional growth opportunities and synergies.

Notwithstanding other inherent tasks, the main tasks in this role are the following:

- To establish business development strategies to reach organizational goals
- To assume responsibility for new product forecasting
- To scrutinize proposed business cases for new opportunities
- To promptly answer all contacts and inquiries from external stakeholders
- To monitor market performance and maximize market revenue
- To manage alliances and suppliers including re-negotiations with suppliers
- To attend training and to develop relevant knowledge and skills

**Position Requirements:**

Education: M.SC. In Pharma, Economics, Law or equivalent

**Knowledge and experience:**

- Minimum 10 years work experience – preferably with international experience in the pharmaceutical / generics industry from a BD role
- Proven track record of deal-making
- Strong analytical and problem-solving skills
- Strong team player with excellent interpersonal and communication skills - able to interact with all levels of seniority internally and externally
- Creative and able to work in fast paced environment managing multiple tasks simultaneously
- Ability to work independently without much hierarchy under him/her with an ability to close deals
- Strong network within the pharmaceutical BD landscape
- Advanced in English is a requirement.

This is an outstanding opportunity for a highly motivated professional to assume a pivotal role in the evolution of a fast-growing, entrepreneurial organization. We are seeking an individual of outstanding quality with a respected track record.

**To Apply**

Please send CV and short description about yourself and why you would be the right person for the position to:

email: [HR@newburypharma.com](mailto:HR@newburypharma.com)

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