

Job Title: Business Development Specialist

Role: Full time, permanent

Location: Barcelona, Spain

The Role:

We have an exciting opportunity for an experienced and pro-active Business Development Specialist to join our In-Licensing Team. By liaising with other internal stakeholders and relevant departments you'll gain understanding to the market price, intellectual property and regulatory constraints for launch before evaluating business cases. You'll analyse the market for opportunities to incorporate OTC (Over the Counter Products) and prescription products in Accord's portfolio and lead the negotiation of the relevant partnership's deal, securing commercial offers and maximizing profit. You'll identify and categorise opportunities for in licensing, prepare the data and run business cases. Additionally you'll work on a variety of projects negotiating in-licensing for distribution, technology transfer and collaboration agreements and report on the developments or analysis' conclusions.

Key Criteria:

- Experience in a similar role within the in-licensing and business development, preferably within the pharmaceutical industry
- Demonstrable experience in project management
- Exceptional negotiation and influencing skills
- Strong communication skills, fluent in both Spanish and English
- Good business acumen and analytical skills

How to Apply:

If you possess the experience, passion and ability to make this role a success then we would love to hear from you. Please send your CV with covering letter to recruitment_iberia@accord-healthcare.com

The Rewards:

In return, we offer a competitive salary and rewards package (including holiday, bonus and pension scheme). Not to mention the opportunity to genuinely make a difference in a new and dynamic role within a progressive and expanding business, at an exciting time of growing international reach.

A Bit About Us:

Accord Healthcare is a global pharmaceutical company involved in the development, manufacturing and distribution of pharmaceutical products to over 35 European countries, one of the largest market footprints of any European generics and biosimilar companies. Our vision is to become a top 5 pan-region generics company by 2021. We are not just about delivering affordable medicines; our mandate is to deliver affordable medicines that make a real difference to patients' lives.