

Introduction:

Pharming Group N.V. develops innovative protein therapeutics for the treatment of genetic disorders. The company is poised for further scientific, technological and new product development and additional commercial roll-outs. The company is small (over 200 employees, based internationally) and growing quickly. As a result of this growth, we are looking for a:

Director Global Business Development and Alliance Management

Overall purpose of the job:

The Associate Director of Business Development will support the VP of Global Business Development in all business development activities. The main role of the person will be to manage Pharming's new alliances around the globe and expand and strengthen Pharming's search and evaluation efforts.

Main duties and responsibilities:

The responsibilities of the Associate Director of GBD are two-fold:

- The main responsibility will be to manage alliances that result from our GBD efforts. These alliances will be development and commercial partnerships that expand Pharming's reach globally and expand the Pharming product portfolio.
- The second will be to ensure Pharming's opportunity funnel is robust. By thorough search and selection efforts the new Associate Director of GBD and Alliance Management will ensure that the funnel contains opportunities that fit Pharming's strategic goals and are reasonable to execute. The person will help to guide the evaluation process ensuring all aspects of the opportunity are evaluated with the right level of due diligence.

Qualifications:

- At least 5 years of pharmaceutical or biotech business development experience
- Graduate of university or college (master's degree preferable)
- Willing to travel (20-30%)
- Evaluation/due diligence experience
- Preferably based in the Netherlands

Skills/Attributes:

- Fluent in English
- Solid understanding of drug development and commercialization
- High integrity
- Sound judgement
- Ability to work independently/self-motivated
- A desire to initiate and develop strong, enduring relationships
- High emotional intelligence; able to influence, find solutions, compromise where needed



- Exquisite communicate skills; the ability to communicate complex subject matter fluently, cogently, and concisely
- Flexible/versatile
- Comfortable with ambiguity
- Culturally sensitive

Are you interested? Please e-mail your CV and letter of motivation to: vacatures@pharming.com.