

## Business Development Lead - Global Health

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Company: 1849 GlaxoSmithKline Biologicals S.A.

Location: Belgium

Category: other-general

## Business Development Lead– Global Health

### Job Purpose

This role is critical to support senior management as well as Gov Affairs and Global functions by providing expert BD support and leadership on a range of activities covering the strategic design of Global Health (GH) partnerships based on the needs of the business and its commercial. Access, manufacturing and localization strategies as well as its, pandemic preparedness plans. Strategic level thinking is essential, as is strong judgment, a sense of diplomacy and a strong work ethics. Must be energized by working in a R&D, commercial, government affairs and technical context balancing regional and global needs and with a focus to drive strategic growth of GH pipeline and launched assets aligned with business objectives.

### Key Responsibilities:

- Be a strong leader who displays independent thinking, flexibility, autonomy and resilience.
- Help build and execute on the GH BD transactions, Strategic Partnership and Collaboration strategy for the Global health Business
- Handle several requests from central management of GH Pharma & Vaccines as well as different client groups within the Global, Regionals and Local organization autonomously, ability to challenge, structure, prioritize and meet deadlines while delivering high quality BD services to enable the business to deliver its strategic objectives.
- Be the lead BD support for projects such as:
  - Collaboration agreements for Rx and Vx R&D, technology transfer agreements,

partnerships with external Funders/Academia/ institutions etc, JV, M&A, corporate agreements and other business transactions and alliance management matters (incl. due diligence);

– BD support for all pandemic and pandemic preparedness activities

- Work with cross-functional teams and matrix partners in collaboration with the Commercial and GIO leadership (e.g., Commercial, Medical Affairs, Medical Governance, Communications, Safety, Quality, Regulatory, Supply, Global Patents, Legal) to support the goals of the business and effectively communicate complex information in clear and concise terms.
- Partnering with Compliance to ensure Policies/SOPs are fit-for-purpose and the organization is adequately trained to ensure adherence to those Policies/SOPs; where needed, provide training to clients and colleagues and support knowledge sharing and business process improvement activities.
- Accountable for identifying & sourcing opportunities, evaluating, conducting due diligence, building a compelling business case, deal structuring, negotiating, closing deals while working in a matrixed environment with Deal Finance, Legal, Corp Dev and other BD teams. Coordinate with Alliance Management to manage the relationship post deal signing to ensure value maximization of the relationship.
- Represent business development to potential external academic, biotech, pharma and technology partners as well as funding organizations and public health institutions, agencies and governments.
- Accountable to outline all the key terms agreed internally as well as with the third party including financial terms, scope, responsibilities etc. in a Term Sheet (TS).
- Enable execution of each contract from pre-signing through the life of the deal reflecting agreed terms in the TS, to maximize the value of the collaboration for both parties and ensures partner interactions with GSK are of a nature and quality that support GSK reputation as partner-of choice.
- Ensure monitoring and compliance of all process and policies associated with third party transactions (e.g., TPO, ABAC, GOA, SDE, GSK Governance, etc) for all agreements he/she is the business development lead.
- Accountable to lead the preparation of the investment case for the proposed transaction and its review/approval through the GSK Governance process.

**Why you?**

**Basic Qualifications:**

We are looking for professionals with these required skills to achieve our goals:

B. Pharm or Ph.D, or MBA or equivalent qualification

Minimum 8 years of relevant BD experience in a pharmaceutical or healthcare business.

Proficient understanding of deal structures and financial valuation basics.

Deep working knowledge of all phases of drug development and commercialization processes (i.e., pre-clinical, clinical, manufacturing).

Basic finance working knowledge and understanding, with experience in challenging financial assumptions and business cases, and in communicating business critical information effectively at senior level.

Established or developing network within the Vaccines and Pharma Business, Academia, Biotech and Pharma industry, as well as funding bodies. Previous experience managing matrix teams which include BD and transversal team members.

**Preferred Qualifications:**

If you have the following characteristics, it would be a plus:

MBA with certification in CPA, ACCA, ACA

Significant experience in Pharma and/or Vaccines BD.

Significant interpersonal skills for full effectiveness in a matrix environment including close interactions with senior executives both inside and outside of GSK.

Ability to develop complex financial models and assessments.

Expert knowledge of the pharmaceutical industry

Project Management skills in deal structuring with good understanding of the legal agreements.

Effective decision-making and taking intelligent risks.

Strong track record of creative approaches to building relationships with external parties.

Excellence in negotiation skills and ability to deal with external partners. Strong analytical and project management skills

If you have a disability and require assistance during the course of the selection process, you will have the opportunity to let us know what specific assistance you require in order to make suitable arrangements.

### **Why Us?**

GSK is a global biopharma company with a special purpose – to unite science, technology and talent to get ahead of disease together – so we can positively impact the health of billions of people and deliver stronger, more sustainable shareholder returns – as an organization where people can thrive. Getting ahead means preventing disease as well as treating it, and we aim to positively impact the health of 2.5 billion people by the end of 2030.

Our success absolutely depends on our people. While getting ahead of disease together is about our ambition for patients and shareholders, it's also about making GSK a place where people can thrive. We want GSK to be a workplace where everyone can feel a sense of belonging and thrive as set out in our Equal and Inclusive Treatment of Employees policy. We're committed to being more proactive at all levels so that our workforce reflects the communities we work and hire in, and our GSK leadership reflects our GSK workforce.

### **Important notice to Employment businesses/ Agencies**

GSK does not accept referrals from employment businesses and/or employment agencies in respect of the vacancies posted on this site. All employment businesses/agencies are required to contact GSK's commercial and general procurement/human resources department to obtain prior written authorization before referring any candidates to GSK. The obtaining of prior written authorization is a condition precedent to any agreement (verbal or written) between the employment business/ agency and GSK. In the absence of such written authorization being obtained any actions undertaken by the employment business/agency shall be deemed to have been performed without the consent or contractual agreement of GSK.

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