

Global VP Business Development - Vaccines

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Company: Prospect Health

Location: Brussels

Category: other-general

Key Duties

Key objectives and responsibilities in this role:

Market Analysis and Strategy Development:

Conduct comprehensive market analysis to identify opportunities and threats across the virology CRO landscape, specifically vaccines, antivirals and gene therapy. Develop a strategic plan to position the client as the leader across vaccines, antivirals and gene therapy research and development.

Client Relationship Management:

Establish and maintain relationships with key target clients across the biopharma the client base by securing partnerships, collaborations, and contracts for virology-focused research projects.

Revenue Generation:

Meet or exceed revenue targets by driving business growth through successful negotiations and deals within the virology and implement innovative pricing and sales strategies to maximize profitability.

Product and Service Expansion:

Identify opportunities to expand virology-related services and offerings. Collaborate with internal stakeholders to develop new service lines or improve existing ones to meet client demands.

Industry Thought Leadership:

Represent the business at industry conferences, seminars, and events related to virology therapies. Establish the organization as a thought leader by contributing to publications,

speaking engagements, and networking.

Risk Management and Compliance:

Ensure all business development activities comply with regulatory standards and industry best practices. Mitigate risks associated with partnerships, contracts, and project execution within the virology domain.

Reporting and Analysis:

Provide regular reports and analysis on business development activities, market trends, and revenue performance to the executive leadership team.

Strategic Alliances and Partnerships:

Identify and forge strategic alliances and partnerships that enhance capabilities in virology therapies. Collaborate with key stakeholders to leverage synergies and drive mutual business growth.

Customer Satisfaction and Retention:

Ensure high levels of customer satisfaction by delivering quality services and fostering long-term relationships. Implement feedback mechanisms to continuously improve services and address client needs proactively.

Package and Benefits

Dependant upon experience

€ 140,00 - € 190,000 Performance Bonus Pension Medical Travel / Monthly sustenance living allowance

Key Skills, Qualifications and Client requirements

Required competencies:

Business Development Skills: Proven track record in building and executing business development strategies, identifying new opportunities, and establishing partnerships in the virology leadership skills to manage and motivate, drive performance, and foster a collaborative environment within the business development division. Ability to think strategically, identify potential collaborations or acquisitions, and devise long-term plans to expand the company's virology-related services. Excellent communication, presentation, and negotiation skills to effectively interact with clients, stakeholders, and potential partners. **Financial Acumen:** Understanding of financial metrics, budgeting, and forecasting to assess the financial viability of potential projects or partnerships. **Regulatory Compliance:**

Knowledge of regulatory compliance and quality standards specific to virology research and capacity to adapt to evolving technologies, methodologies, and market trends, while fostering an innovative mindset to stay ahead in the virology networking abilities to establish and maintain relationships with key opinion leaders, potential clients, and industry influencers within the virology ability to assess complex situations, troubleshoot issues, and propose innovative solutions in virology-related business contexts.

Education:

A relevant advanced degree in virology, microbiology, molecular biology, or a related field (, MD, or equivalent) is preferred. An MBA or business-related qualification could also be valuable.

Knowledge and Experience:

Extensive experience in virology research, ideally within pharmaceuticals, biotech, or CRO. **Virology Expertise:** In-depth knowledge of virology, including different types of viruses, their mechanisms, pathogenesis, and potential treatments/vaccines. This expertise helps in understanding client needs and offering tailored solutions. **Industry Knowledge:** A comprehensive understanding of the pharmaceutical, biotech, and CRO landscape, including regulatory requirements, market trends, and competitor analysis in the virology domain.

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