

## Strategy Manager - Exothera

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Company: Univercells

Location: Charleroi

Category: computer-and-mathematical

### RESPONSIBILITIES

As our Strategy Manager, you will be actively contributing to:

Perform market intelligence and market analysis, evaluating and prioritizing market opportunities, defining pricing strategy and value proposition to build a strong services portfolio – in strong collaboration with the Business Development department

Establish and execute a strategic plan – in collaboration with SMEs – to realize Exothera's vision of making Cell and Gene therapy available to all

Work closely with scientific/technology teams to manage internal development portfolio and translation into innovative and effective services (and products)

Act as an internal consultant on specific topics to support and advise the Senior Leadership Team

Monitor and share competitor performance, innovations, markets, etc., from various internal and external sources to develop strategic options

Develop strategic threat identification and mitigation plans as well as oversee their adoption across the company.

In collaboration with Univercells Corporate Development department:

Business opportunity evaluation, construction of business cases, and drafting of business plans

Define, write, and follow project proposals for R&D calls (Regional, National, EU, US) in collaboration with operations to raise non-dilutive capital

Model the financial case associated with market opportunities

Structure and negotiate agreements with partners, conduct due diligence, formulate partnership strategies, and present recommendations to the management team, as well as manage transactional and execution steps to close the agreement

## **SKILLS & QUALIFICATIONS**

Master's degree in Biology, Molecular Biology, Biochemistry, Pharmaceutical Sciences, Biomedical Sciences, Bioscience- or Biomedical Engineering.

An additional business degree or MBA is a plus

At least 2 to 5 years of professional experience in a strategy consulting role in the same industries is required

Scientific background, with an understanding of biopharmaceuticals, biopharmaceutical drug development process, and the broader healthcare industry

Excellent written and verbal communication skills, ability to deliver impacting narratives and key messages to internal and external audiences including the C-Suite

Ability to work autonomously and thrive in a fast-growing and dynamic company

Fluent English, any other language is a plus

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