



PHARMACEUTICAL BUSINESS DEVELOPMENT & LICENSING MANAGER (M/F)

We at AET are driven by our mission to make pharmaceutical products of the highest quality affordable for everybody. Among our 400 employees some of the brightest talents in the industry develop, register, produce and market the latest generics.

We are a family owned business and believe in entrepreneurship and flat hierarchies. That enables us to act quickly on the needs of our global clients as well as to changing market conditions.

With well over 50 years of experience we are a pioneer and leading company in the generics industry. We have a track record of changing industry standards and continuously entering new markets to fuel our growth.

Your expertise and commitment can make a difference to patients all over the world. Join us at our global headquarters in Hamburg (Fulltime 38,5 h/week)

YOUR RESPONSIBILITIES

- Out-license our portfolio to the global market, add to and leverage from resources and programs to maximize results
- Develop, identify, and expand new business opportunities via consistent global sales activities and close collaboration with our partners
- Cultivate close customer relations
- Selectively target and build relationships with industry leaders (e.g., distributors or generic partners to negotiate licensing and supply deals)
- Pitch convincing business plans to the board in a clear and concise manner

YOUR SKILLS & QUALIFICATIONS

- You have a strong pharmaceutical background (preferable university degree in Pharmacy)
- You are very familiar with the appropriate regulations and activities (i.e., portfolio, regulatory affairs, IP, procurement, and supply chain) within the pharmaceutical industry
- Business development, marketing, and sales are your areas of expertise (a degree in this area would be an asset)
- Working with international external and internal stakeholders is very rewarding to you
- Autonomy, self-confidence, enthusiasm, and a high degree of personal integrity characterize your personality and work ethic
- Your excellent communications skills (in writing and verbally) aid you in inspiring others
- Using your strong analytical and strategic thinking skills, you enjoy taking on new challenges
- Your ability to speak additional languages would be advantageous

LOOK FORWARD TO

- working for an internationally established company in the pharmaceutical industry
- the opportunity to implement your own ideas in solving challenging tasks
- our modern offices in the buzzing heart of Hamburg right at the Elbe river
- a competitive salary and benefits package

Send your CV and cover letter, (including your salary expectations and availability) to jobs@aet.eu. We look forward to hearing from you!