



Trusted Partner

Pharmaceutical Business Development & Licensing Manager (m/f/d)

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).

YOUR RESPONSIBILITIES

- Develop, identify, and expand new business opportunities via consistent global sales activities and close collaboration with our partners
- Out-license our portfolio to the global market, add to and leverage from resources and programs to maximize results
- 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

- A university degree in Pharmacy is required
- Three to five years of relevant work experience in the area Business Development & Licensing or in other areas within the pharmaceutical industry would be ideal
- Great familiarity with the appropriate regulations and activities (i.e., portfolio, regulatory affairs, IP, procurement, and supply chain)
- Must be an expert in Business Development, Marketing, and Sales
- Enjoy working with an international group of external and internal stakeholders
- Must be a self-confident individual with a strong sense of enthusiasm and personal integrity
- Work autonomously and thrive in a complex environment
- Superior communications skills (verbal and written) and an outstanding ability to inspire others
- Use strong analytical and strategic thinking skills to excel at new challenges
- Must be able to speak fluent English, other languages are considered an asset

LOOK FORWARD TO

- working for an internationally established company in the pharmaceutical industry.
- our modern offices in the buzzing heart of Hamburg right at the Elbe river.
- the opportunity to implement your own ideas in solving challenging tasks.
- flexible working hours.

Send your CV and cover letter to jobs@aet.eu. We look forward to hearing from you!
Check out our website www.aet.eu for more information!