



Business Development & Alliance Manager

About Bioeq

Bioeq AG is a young and dynamic biopharmaceutical joint venture backed by the leading biosimilar developers Polpharma Biologics Group and Formycon AG. We have had our leading product launched as first biosimilar to Novartis' blockbuster Lucentis® in the UK and have received regulatory approval in the US and EU. To drive the expansion of our global commercial footprint with top-tier licensees, we are now recruiting a BD & Alliance Manager to join our team in Zug, Switzerland.

About the role

As BD & Alliance Manager, you support ongoing biosimilars business development activities and alliance management, liaising with select partners, strengthening our relations, aligning interests, and driving commercial performance.

Reporting to the VP Commercial, this position is highly visible both, internally and towards our partner network. In this exciting, commercial business-to-business role you will

- Support BD activities to unlock new territories by identification and validation of new business partners and participate in licensing deal negotiations and execution
- Establish resilient and trustful relations with select commercial partners and manage / maintain related contracts
- Assess and represent partner requests towards internal stakeholders
- Diligently and carefully handle issue resolution procedures
- Monitor global biosimilar market landscapes and competitive environments, chart risks, map optimisation potentials and update commercial forecasts
- Closely follow and improve established governance frameworks, organise Joint Steering Committees, document & track agreed actions
- Commercially evaluate product improvement measures and ensure full endorsement and alignment throughout our partner network
- Conduct, jointly with finance, quarterly sales reconciliations

About you

We are looking for a pharmaceutical professional who is eager to help in growing our global biosimilars business and manage relationships with our international licensees.

- Master in business, natural sciences, or an equivalent qualification
- Proven track record of 3+ years in either alliance management, licensing or business development in a business-to-business environment, ideally within the biopharmaceutical industry
- Fluent in English and German is a must and sound knowledge in French or Spanish will be beneficial
- Understand the mechanics of international business relations and practical aspects of partner management
- Bring quantitative modelling skills, commercial mindset and the ability to effectively communicate verbally and in writing utilising state-of-the-art presentation techniques
- Familiarity with biopharmaceutical manufacturing, regulatory aspects and quality processes is considered a strong advantage
- Eager to work in international environments and matrix organisations
- A deeply cooperative, pro-active and emotionally intelligent approach to managing stakeholder's interests will help you to master the challenges of this role

How to connect

If this unique opportunity resonates with your plans and aspirations, feel invited to apply with your full dossier in English and in pdf format via email to jobs@bioeq.ch