

Business Development Director

About Bluefish Pharmaceuticals

Founded in Sweden, with its long tradition of industrial entrepreneurship, Bluefish Pharmaceuticals has become one of the most progressive generics pharmaceuticals companies. At Bluefish, we strive to make quality medicine accessible to more people.

Bluefish creates value in the full pharmaceutical value chain from developing to manufacturing and successfully marketing generic pharmaceuticals and we take pride in doing this in an innovative, responsible and cost-efficient way. Bluefish currently conducts operations in 19 countries in Europe and, over the next few years, will also expand outside Europe with the aim of becoming a global player.

Our corporate culture and close collaboration with development and manufacturing partners are integral parts of our effort to deliver quality products at affordable prices.

We offer a product portfolio consisting of a broad range of high quality generics for all major therapeutic areas. It is part of our long-term strategy to expand the product portfolio of off-patent blockbusters while at the same time offering a broader range of niche products within more narrow disease areas.

Bluefish products all originate from a generic substance, where the efficacy and safety are well documented. Through our many collaborating partners, we have access to a vast range of technology platforms, enabling us to develop and enhance the intellectual property of our product portfolio.

Our strategy of developing products based on well-known substances with an improved value to patients results in a product portfolio with a significant market potential. We achieve this with a relatively short development time, low risk, and limited investment.

By focusing on innovation and simplicity in both thought and action, and by taking responsibility on all markets and cost efficiency in all stages, we are creating a strong and vibrant brand that offers quality pharmaceuticals at prices affordable to all.

Bluefish provides quality generic pharmaceuticals at affordable prices. Its product portfolio contains a wide range of products within all major therapeutic areas.

Since its inception, Bluefish has developed the platform and know-how to participate in and to be an integral part of all major steps of the value chain in the offering of generic pharmaceuticals. With the vision of offering quality pharmaceuticals at prices affordable to all, we have to be innovative and at the same time cost-efficient in all stages. This includes operational excellence in departments such as product development, quality assurance, pharmacovigilance, IP and supply chain as well as marketing and sales.

Profile Description

Bluefish is looking for profiles to fill the position of Business Development Director, contributing to the accomplishment of the Business Development function and Leadership team objectives. The Business Development Director will have a fundamental role in the expansion and optimization of the company. Will be managing business development by moving, negotiating and closing commercial B2B agreements for existing as well as new products and markets and to proactive pursue acquisition targets and other potential areas of business development. The role will require strong liaison with Bluefish Pharmaceuticals internal team within intellectual property, regulatory affairs, sales & marketing and supply chain. The role will involve good client relationship management of external business partners. The position will report to Chief Executive Officer.

The role would be involved in the below mentioned areas:

- Participating in preparation and realization of strategic business plans for Bluefish Pharmaceuticals and leading the business development function within Bluefish Pharmaceuticals by managing licensing, distribution and other portfolio related strategies.
- Responsible for contractual negotiations with business partners and to provide action plans for executive management team to make sound business decisions.
- Responsible for business development activities to secure new business
- Portfolio management: Product selection for own development and licensing.
- Gather and organize market information and other relevant information in terms of product offers, product availability and country specific evaluations.
- Searching, exploring, evaluating and managing new business opportunities and partnerships.
- Negotiation of license agreements, coordinating preparation of Technical agreements and Pharmacovigilance agreements.
- Build and maintain strong network and relationship with external business partners throughout world with a clear focus on developing Bluefish Pharmaceuticals.
- Close interaction with the sales team across Europe evaluating both proactively and reactively potentials in the different markets.
- Work closely with internal team ensuring seamless implementation of new business opportunities between internal key functions and external business partners.
- Attend training and to develop relevant knowledge and skills.

Candidate Specifications

Education and Experience

- MBA or equivalent with Minimum 10 years' work experience – preferably with international experience within business development in the generics industry
- Strong analytical and problem-solving skills
- Strong team player with excellent interpersonal and communication skills - able to interact with all levels of seniority internally and externally
- Creative and able to work in fast paced environment managing multiple tasks simultaneously
- Ability to work independently without much supervision and hierarchy under him/her with an ability to close deals
- Advanced in English is a requirement, advanced in other European languages is an advantage

Skills & Abilities Requirements

- Must have good communication, presentation and problem-solving skills
 - Must have ability to meet deadlines, and work on multiple projects simultaneously
 - Must be a team player and be able to interact with staff at all levels of the company and with external parties as well
 - Must have ability to work independently
 - Willingness and ability to travel approximately 20-30% of time.
-
- ***Preferred candidate to be based in Stockholm, Madrid, Frankfurt or Dublin.***

Email: hr@bluefishpharma.com