

For our Janssen Preservation and Material Protection Division, Janssen Pharmaceutica NV in Beerse, Belgium we are currently looking for a :

International Business Development Manager

POSITION

To facilitate and coordinate the business and portfolio strategy in the fields of activity from Janssen PMP. To maximise Janssen PMP business contribution from these key markets through a complete offer of products and services capturing all available opportunities including 3rd party partnerships and licensing-in activities. To develop and execute tactical initiatives that will create demand for current and future product offerings. To challenge and provide business strategic support to the functional area and demand generation teams to ensure maximum profitable market share growth in the respective functional areas.

ACCOUNTABILITIES

- To provide strategic support, challenge and direction to the portfolio managers of the functional area teams to ensure profitable implementation of the growth strategies and balance of resource investments
- To support the licensing negotiations with third parties ensuring access for Janssen PMP to a complimentary range of active ingredients and/or products in the functional areas.
- To contribute to marketing strategy and execute market trend analysis as well as prepare presentations and proposals for the portfolio managers.
- Support and coach the portfolio managers and Product Development Leaders to ensure that opportunities are exploited and Janssen PMP talent is nurtured and developed
- Ensure that regional needs are integrated into global Product Development strategies through representation in the PMP Leadership Teams.
- Work closely with Regulatory Affairs to ensure maximum compliance of portfolio developments with current and future regulations.
- To prepare and lead the Strategic Meeting to establish the Janssen PMP Strategic plan approach

Qualifications

- Business or marketing qualification; MBA or equivalent
- Product Development and Marketing in B2B and B2C environment and strategic analysis
- Full understanding of business strategies in relation to product portfolio management
- Full understanding of all product development , marketing plan and brand strategy concepts
- Understanding of markets and routes to market to support brand and key market strategies desirable
- Fluent in English, preferentially also good knowledge of other languages. Knowledge of Dutch is desirable.

Critical Experience:

- Business strategy and /or portfolio management in an international context
- Experience in biocidal or biosciences markets preferentially globally
- Experience of working at a senior level and with senior management

Critical Skills:

- Leadership
- Excellent strategic project management and financial appraisal techniques
- Strong commercial negotiation both internally and externally
- Excellent written and verbal communication skills
- Ability to influence to Senior Management level and Leadership Teams