

Territory Head – Business Development

1. PURPOSE OF THE JOB:

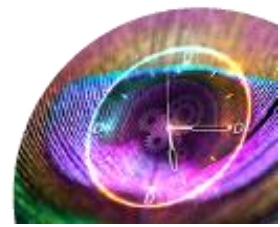
Job Context: Plan, Execute and Achieve business development goals for Jubilant Biosys (Noida, Greater Noida and Bangalore site) for assigned Region (**EU-Continental, EU- UK and Ireland, US- Boston**). Scope of offerings include Integrated Discovery and Functional Chemistry (medchem or synthetic chemistry), Scale up, In-vitro, In-vivo, SB, DMPK.

2. DETAILS OF THE JOB:

Designation & Job (Unique Role) :	Territory Head	Level :	L3/L4
Business Unit :	JBL	Function :	Business Development
Country:	India	Work Location :	Bengaluru/ Noida/ Greater Noida
Reporting Manager:	SVP- Global BD Head	Manager's Manager:	President
Matrix Manager:	<<if applicable>>	Team Size :	-
		Direct Reportees :	Individual contributor role

3. KEY ACCOUNTABILITIES:

Accountabilities	Scope of work
Business development	<ul style="list-style-type: none"> • Incumbent shall have responsibility for Business Development of Jubilant Biosys' offerings in assigned Region (EU-Continental, EU- UK and Ireland, US- Boston). Business goal exceeding \$6MM. • Role encompasses managing existing business as well as seeking new business for services ranging including- Chemistry (In-silico, Medchem and Synthetic), Biology (<i>In-vitro</i>, <i>In-vivo</i>, SB), DMPK, scale-up, GMP, GLP- Tox. • Generating sustained business opportunities from clients by offering CRO business services in FFS and FTE business model. • Understanding market needs to develop long term strategic relationship for growth opportunities and sustainable business planning. • Compile, Analyse and share MIS for monthly sales, sales plan and business outlook for the Territory. • MBOs, working with cross functional teams, supporting and developing teams, sharing expert knowledge on the operating territory, following organization processes and demonstrating commitment to the vision and values of the organization. • Forging ties with leading academic labs, small biotechs and large pharma cos in Discovery Portfolio, Biology (<i>In-Vitro</i> and <i>In-vivo</i>), Medicinal Chemistry, Computational Chemistry, Informatics, Functional Chemistry and Scale-up synthesis



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	<ul style="list-style-type: none"> • Executing strategic marketing campaigns, participating conferences / business meetings, value added service proposal preparation and contract negotiations. • Minimum 50% Local and intermittent International travel required
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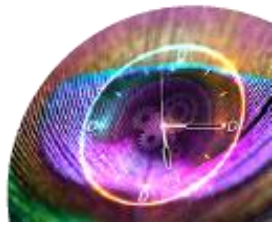
4. KEY INTERFACES

External Interfaces	Internal Interfaces
Clients and Vendors in Territory	All the Scientific and Non Scientific departments, Leadership and top management

5. EDUCATION & EXPERIENCE

Indicate the education level, previous experience, specific knowledge, skills and abilities required to meet **minimum requirements** for this Job.

Education Qualification(Highest) with Target Institute(s)	Preferably, a Science/ Pharmacy graduate with MBA from a reputed Management college. Candidates with Ph.D will be considered provided they have relevant BD experience of >3 years.
Desired Certifications :	NA
Experience Range :	5-10 years
No. of years post Highest Qualification :	5-10 years
Desirable experience :	<ul style="list-style-type: none"> • Highly resourceful professional, having interdisciplinary skill sets and international work experience in International business development and formulation of business strategy. • Worked in different capacities and gained experience in various disciplines like Marketing, Business Strategy and International Business Development. • Experience in small molecule CRO business development, outsourcing management and external R&D alliances. • Working knowledge of how small molecule research works including macro understanding of scope of work when interacting with customers. • Excellent networking skills for business solicitation and expansion. • Ability to overview situations, review and evaluate, defining set plans to achieve business goals



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6. SKILLS REQUIRED:

Skills	Description	Proficiency Level (General Awareness; Working Knowledge; Functional Expert, Mastery)
Functional Skills	<ul style="list-style-type: none"> • Expertise in identifying, establishing and generating significant business opportunities in Medicinal Chemistry, Biology, DMPK & Structural Biology under FFS and FTE business model. • Tech savvy, with excellent networking ability in CRO business domain. • Deal structuring, contract drafting and negotiation, Market intelligence through networking and business development. 	Mastery
Behavioral Skills	<ul style="list-style-type: none"> • Strong leadership skills with sound knowledge in managing people/team on planning and execution of work. • Strong written and spoken communication skills. • Managing & coaching people development skills to enhance team capabilities. • Working in a team environment in order to plan new BD initiatives at a faster pace. 	Mastery
Technical Skills	<ul style="list-style-type: none"> • Hands on experience in MS Office- word, power-point and excel. • Working knowledge about salesforce or similar CRM for record-keeping and reporting purposes. • Working knowledge of social media- LinkedIn for use at work. 	Mastery

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