



Ewopharma is an independent, Swiss pharmaceutical marketing company operating in 19 markets in Central Eastern Europe (CEE) and Switzerland bringing much needed therapies to patients. Our tailor-made commercialisation approach helps pharma and biotech partner companies to access new markets or expand their operations in our territory.

Our company ensures its continued growth by in-licensing innovative drug candidates or finished products in the specialty pharmaceuticals and consumer health space. To strengthen our business development team, we are now seeking a dedicated

BUSINESS MODELLING & BUSINESS DEVELOPMENT MANAGER (BASED IN SWITZERLAND OR CEE) (FULLTIME 100%)

The role will mainly be based in the “Search & Evaluate” stage of the business development value chain. You will be deeply involved in the qualitative and quantitative evaluation of new business opportunities. This will include managing and developing our financial evaluation models, contributing to the building of business cases, preparation of business proposals to be submitted to prospective licensing partners as well as inputting into the eventual structuring of deals.

We are looking for candidates who are highly motivated, analytical, logical thinkers with a passion for valuations and strong attention to detail. We seek a solution-driven individual and “out-of-comfort zone” thinker with a demonstrated record of solving problems and completing challenging projects. The role will require cross-functional collaboration and management of key stakeholders across the organisation. Being a strong team player with the ability to adapt to changing requirements is therefore critical.

Your main tasks:

- Evaluate qualitative and quantitative aspects of new licensing opportunities primarily in four main therapeutic areas, which include oncology, neurology, immunology and gastroenterology
- Manage and adapt financial models in support of business case evaluations and preparation of business proposals
- Model business opportunities to define deal values and inform development of deal terms (opportunities can range from single assets to whole product portfolios in one, several or all countries of our region)
- Develop and manage in-licensing projects based on leads resulting from our scouting activities
- Collaborate across key corporate functions and local country organization in support of your evaluation activities



Your profile:

- Degree, or equivalent education, in a life sciences subject, medicine, pharmacy, finance or accounting
- Relevant experience in the pharma/ biotech industry, e.g. sales, marketing, market access, business development & licensing or business analytics, in particular related to launching and commercializing innovative treatments
- Highly numerate with a natural interest in Excel and strong experience in financial modelling, in particular for deal valuation and preparation of business cases
- Excellent oral and written communication skills in English, with German and knowledge of Eastern European languages an advantage
- Enthusiastic, proactive and inquisitive personality with an entrepreneurial mindset
- Motivated self-starter able to work independently and yet as part of a team
- Comfortable working through uncertainty, ambiguity and limited information
- Able to work to tight timelines if necessary

We offer:

- A small, dynamic, fun, and semi-virtual team set in a friendly company culture
- Hybrid work environment with location either in Switzerland or a country in CEE
- Exciting and diverse assignments with international exposure
- Performance-based salary
- Attractive social benefits

If you are keen to make a difference to patients' lives and can see yourself in this position, we welcome your detailed application including CV, certificates, and references.

Please submit your documentation to HR@ewopharma.com.

For any questions regarding this position, please contact Reto Schaberl at +41 52 633 0999.