

Business Development Leader – Drug Delivery

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| Role and responsibilities | <p>Team is global leader in development of medical devices, and have extensive expertise and track record in the area of drug delivery, helping to bring safe and effective solutions to patients around the world. In order to further grow and develop this important sector and add to our network of international clients, we are looking to strengthen our commercial team.</p> <p>Based in our Cambridgeshire office, the role reports to the Drug Delivery Director and works closely with colleagues in the business development group and across the organisation, responsibilities will include:</p> <ul style="list-style-type: none">• Seeking out and developing new opportunities for business growth.• Building and nurturing of relationships with new and existing clients, through proactively networking and your existing contacts.• Taking full responsibility for management of key accounts within the drug delivery sector.• Driving through new lead identification and development, proposal planning and generation, discussion and negotiation, leading to successful sales.• Contribution to marketing activities e.g., writing targeted thought leadership pieces and representing Team at key industry forums and events. <p>In addition to applying your own extensive skills and experience in drug delivery device development, critical to success in this role will also be the ability to harness Team's wealth of multidisciplinary expertise.</p> <p>Due to the seniority and complexity of this role, we are seeking candidates with substantial experience and a strong technical background in the drug delivery industry, ideally combined with proven client relationship management skills and previous senior-level roles.</p> <p>There is some opportunity to apply technical skills and experience in support of delivery of projects e.g. technical review on projects which match experience.</p> <p>Due to the nature of the role, there will be significant travel including to the US, Europe and further afield. When not travelling, this role can benefit from hybrid working, balancing time between our office and home.</p> |
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| Requirements | |
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| Qualifications & skills | Essential |
| | <ul style="list-style-type: none"> • Strong degree in a relevant discipline or equivalent experience. • Experience of direct selling design and development consulting services, in the medical device sector, including scoping, planning, generating and converting proposals for significant programmes of work. • Direct experience in the development of drug delivery devices/systems and combination products, in either injectable or respiratory fields (ideally both). • Expertise and experience in one or more of Team's key disciplines e.g., engineering, human factors, design, applied science or programme management. • Strong understanding of the requirements of key industry standards and regulations. • Ability and willingness to travel. |
| | Desirable |
| | <ul style="list-style-type: none"> • Good understanding of common therapy areas such as oncology, immunology, respiratory diseases, cardiovascular, diabetes care. • Good knowledge of pharmaceutical and drug formulation aspects of drug delivery products. • Experience of regulatory aspects of drug delivery products including involvement in submissions across a range of pathways and regions. • Has an existing network of potential / recent clients. |
| Leadership/ Consultancy Skills (delete if not applicable) | Essential |
| | <ul style="list-style-type: none"> • Commercially aware – keen and able to seek out, qualify and convert new opportunities and build long term relationships with clients or key external stakeholders. • A strong track record - we anticipate that good candidates are likely to have 10-15 years relevant experience working in the delivery of medical device development projects, including in a technical consultancy environment or similar. • Able to demonstrate excellent personal consulting skills, identifying and engaging with client needs. • Excellent client management and influencing skills, including the ability to manage expectations. • Excellent verbal and written communication skills while being a good listener and a confident, engaging presenter able to adapt according to the audience's awareness i.e., able to 'read the room'. • Good at maintaining internal and external networks, to ensure input to sector relevant discussions. |



| Requirements | |
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| | <ul style="list-style-type: none"> • A skilled analytical and strategic thinker. |
| | <p>Desirable</p> <ul style="list-style-type: none"> • Experience in identifying and pursuing business growth opportunities. • An understanding of contractual agreements from a commercial perspective. • Experience of being able to lead, manage, and influence people in a matrix organisation. • Ability to mentor and coach others. |
| Personal Qualities | <ul style="list-style-type: none"> • Confident, inquisitive, enthusiastic, and engaging. • A team player who knows the boundaries of their own expertise – instinctively collaborative, proactively seeking the input of colleagues while maintaining effective communication channels. • Inspires the trust and confidence of peers through consistent performance and a strong track record. • Supportive of others, is self-aware, seeks feedback, and shows a desire to understand colleagues' points of view. • A self-starter who can manage their own time and workload and is able to prioritise and balance project responsibilities with business development activities. • Takes ownership for areas of responsibility. • Proactively keeps up to date with technical, market and regulatory developments. • Works effectively under pressure and with uncertainty, able to clarify ill-defined problems and set direction. • A natural Team role model. |



Equal Opportunities

Team values equality, diversity and inclusion in employment and recruitment. We are committed to promoting equal opportunities and an inclusive community, where our talented people respect and value the contributions, skills, and abilities of others.

We want our people to succeed on merit, treating individuals equally, including making decisions and providing encouragement and opportunities relating to recruitment, career development and retention in a fair and consistent manner.

Our aim is a workplace free from all forms of bullying, harassment or victimisation, and unlawful or unfair discrimination on the grounds of age, disability, sex, gender reassignment, sexual orientation, pregnancy and maternity, race, religion or belief, and marriage and civil partnerships.

