

# Head of Corporate Development Services (m/f/d)



for our headquarter in Starnberg, Deutschland

Aenova is a leading, contract development and manufacturing organisation (CDMO) in Europe with €700m of sales offering manufacturing, development and packaging services for the pharma, healthcare nutrition and life science industry. The range of services comprises the entire value chain for the development and manufacturing of all main dosage forms (solid, semi-solid, and liquid) and product groups for medicines and dietary supplements. Aenova provides a full service for customers from industry and commerce that covers everything from product development, raw material procurement, production, and analytics right up to packaging and logistics. The Group operates 16 production sites across Europe with more than 4,300 employees contributing to the success of the company.

## Position Summary

The successful candidate oversees and manages all development and innovation work at Aenova globally. The main objective of Aenova's Development Service operations is to provide the development services, expertise and infrastructure for existing and new customers. The development effort focusses on pharmaceutical products in solid, semi-solid, sterile and non-sterile dosage forms as well as soft gel caps. The development team consists of ca.150 scientists and technicians working at Aenova's various centers of excellence. Equipped with very strong R&D understanding and knowledge, the Head of Development ensures that Aenova reaches its annual Development Services sales targets and budgets. In addition, he manages the Development pipeline, plans and monitors Development resources and allocation, and ensures that Development projects are delivered on time and on budget. He is the face of Development Services to the customer and ensures that Aenova continues to grow its topline revenue through innovative dossiers and other IP.

## The primary areas of responsibility comprise:

- Management of a complex Development organization including dossier modification, fee for service development, licensing business, clinical trial materials services, as well as all regulatory aspects of new product registration
- Creation of a sustainable, value creating Development and innovation pipeline
- Establishment of development partnerships with large pharmaceutical generics players and originator companies
- Close collaboration and coordination with Tech Transfer as well as and production, and possibly reorganization of Tech Transfer and Development Services under one leadership
- Management of the Development sales top line, annual budget and planning, oversight and optimization of Development Capex and Opex spend
- Establishment of a small dedicated Development sales force
- Refinement of a meaningful Development Performance Tracking
- Creation of and coordination with Aenova's Development advisory board
- Provide costing estimates and lead the implementation of all larger Development projects

## Ideal profile

- University degree in a life sciences discipline, preferably pharmaceutical, with additional formation in business administration
- Minimum of 5 years of Head of Development Services responsibility in the pharmaceutical / generics / vitamin-mineral supplements / CDMO industry or B2B environment
- R&D project management expertise and successful track record in OTC, Rx and Gx life cycle management including marketing and licensing of these products
- Strong familiarity with Aenova's technology and dosage forms; especially with the various types of equipment needed along the production value chain of the various dosage forms
- Thorough understanding of the end-to-end pharmaceutical development process and various steps, durations and cost involved including relevant expertise for international product registration and regulatory requirements
- Strong track record of introducing innovative technical solutions
- Expertise with regulatory and quality requirements
- Experience with leading a larger team across multiple sites
- Fluency in German and excellent English language knowledge

## Interested?

Please submit your complete application documents stating your salary expectations, the period of notice and the **reference code STA-2019-006** preferably by email to [recruiting@aenova-group.com](mailto:recruiting@aenova-group.com). For any questions please contact the human resources department at +49 8151 9987 113

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