Be the new

Director, Business Development

in a biotech company focused on the discovery, design and development of innovative peptide-based medicines

Responsibilities

The Director, Business Development (DBD) will lead projects related to scouting, due diligences, negotiations and transactions within specific Business Development areas in close alignment with the SVP BD and CSO. The DBD will have an overview of the procedural steps of on-going and parallel projects, and coordinate both internal and external resources as needed. In order to advance Zealand and the Business Development Function, the DBD will build a network in Zealand’s focus areas with the purpose of creating an understanding of the landscape and potential assets of interest. The DBD will have close interaction with existing and future partners, following up on project plans, milestones and deliveries.

The DBD will engage internal Functions from Legal, Finance and the Scientific Departments at relevant times in the course of the projects, be that for existing and on-going partnerships or for potential new partners. The DBD will participate in various cross-departmental and -functional projects to work collaboratively on advancing Zealand as an independent, fully integrated biotech company. The DBD will also contribute to a cohesive understanding and awareness of the corporate vision to strengthen all parts of the business across the company.

Like all Zealand employees, the DBD will strive to be an ambassador and personal role-model promoting the values, norms and culture of Zealand to ensure employee engagement and branding.

Accountabilities

- Screen, prioritize and drive Business Development opportunities by scouting to identify novel peptides and then act as internal champion to build scientific and business case and propose in-licensing deals to senior management.
- Develop out-licensing proposals for Zealand assets and then act as internal champion to build scientific and business case.
- Collaborate across the organization to involve the right internal stakeholders at the right time.
- Coordinate due diligence processes and engage internal and external stakeholders.
- Participate in cross-departmental projects, working collaboratively on advancing Zealand as an independent, fully integrated biotech company.
- Attend external partnering meetings and scientific congresses as appropriate.
- Drive efficiency in partnering processes through leadership and influencing team members.
- Actively participate in negotiations and deal making process.
• Manage alliances centered on pre-clinical assets and novel technologies.
• Act as an interface between Zealand and current and future partners in relation to in- and out-licensing projects.

Location
The position will be based at Zealand Pharma’s headquarters in Copenhagen (Glostrup), Denmark.

Travelling Volume
The candidate must expect a travelling volume of 30 days, primarily in Europe and North America.

What we offer
Zealand’s employees are one of the company’s most important assets. We strive to attract, develop and retain the best talents, and to be a company where every employee can thrive.

At Zealand, we understand the value of a diverse workforce. As an employee, you will be part of an innovative, cross-disciplinary and cross-cultural working environment.

We offer a combined salary package including pension scheme and health insurance, as well as the option of joining the company lunch program, and use of massage, fitness and social facilities.

To find out more about working at Zealand, visit our careers site and view our company video at:

www.zealandpharma.com/zealand-as-a-work-place/
www.zealandpharma.com/video-about-zealand-new/

Application
Please send your application and CV with the title “Director of Business Development” no later than July 5, 2019 to:

career@zealandpharma.com

or

Zealand Pharma A/S
Att.: HR
Smedeland 36
DK-2600 Glostrup

About Zealand Pharma A/S
Zealand Pharma A/S (Nasdaq Copenhagen and New York: ZEAL) (“Zealand”) is a biotechnology company focused on the discovery and development of innovative peptide-based medicines. More than 10 drug candidates invented by Zealand have advanced into clinical development, of which two have reached the market. Zealand’s current pipeline of internal product candidates focus on specialty gastrointestinal and metabolic diseases. Zealand’s portfolio also includes two clinical license collaborations with Boehringer Ingelheim and pre-clinical license collaboration with Alexion Pharmaceuticals.

Zealand is based in Copenhagen (Glostrup), Denmark. For further information about the Company’s business and activities, please visit www.zealandpharma.com or follow Zealand on LinkedIn or Twitter @ZealandPharma.