



PassionBio
tech

Job description

Job Title: Agile Advisor for European Market Expansion - PassionBio/.tech

Location: Remote/Europe

Type: Project-Based Consultancy

Experience: 10+ Years

Degrees: Bachelor's degree plus advanced degree (MSc, PhD, MD and/or MBA)

About PassionBio/.tech

PassionBio/.tech drives growth and profitability within the life science sector. We focus on operational support for R&D programs, extending through to commercial phases, and specialize in business development, due diligences, in- and out-licensing, as well as selling CDMO/CMO services in the European market. Furthermore, we assist private equity firms with building investment strategies, acquiring technologies, expanding facilities, and developing new products. The company operates as a business consultancy utilizing a network of Agile Advisors and leveraging its extensive experience and industry connections to support pharma, medtech, and biotech companies.

Role Overview

As an Agile Advisor at PassionBio/.tech, you will play a pivotal role in assisting our overseas clients, particularly in the small molecule and biologics space, to establish and expand their client base in Europe. This position is not a traditional employment role; it does not offer a fixed salary or retainer. Agile Advisors are not regular employees on our payroll. Instead, their compensation is project-based, contingent upon securing client projects that align with their specific expertise and capabilities. For this role, you will need to operate under a legal entity.

Principal Responsibilities

- Expand our CDMO clients' customer base and attract business from existing and new clients in the EU markets.
- Develop and optimize CDMO supply chain, technical and commercial processes including key account and proposal management to facilitate CDMO growth and capital readiness.
- Manage our CDMO clients' tech transfer, manufacturing, scale-up, and supply chain activities.
- Assess and improve our CDMO clients' current business development or sales strategies, providing best practices, recommendations, and developing implementation roadmaps.

Key Qualifications

- Minimum of 10 yrs. of experience in a line or matrix function within the pharma or biotech industry.
- Strong network with governmental bodies for funding greenfield investments and connections to private equity.
- Technical and process skills in quality engineering, quality systems, CMC, manufacturing, and supply chain strategies.
- Demonstrate excellent knowledge of GMP, ICH, EMA, and FDA regulations/guidance for drug manufacturing.
- Proven track record in early-stage through commercialization activities for biotech products.
- Entrepreneurial spirit, thriving in a low-structure, matrix environment.
- Excellent collaboration, analytical thinking, planning, attention to detail, and presentation skills.

Application Process

Proceed with application process as detailed on our website at <https://www.passionbio.tech/agile-advisors/>.