

## Director (gn) Business Development- Licensing and Alliance Management



Formycon is an international leading, independent developer of high-quality biopharmaceutical medicines, especially biosimilars.

With an experienced team comprised of around 200 highly skilled professionals, the company is able to span the entire value chain of biosimilar drug development, from market analysis and target definition by protein analytics, to the development of production processes, to clinical trials and the regulatory approval process.

Our focus is on treatments in ophthalmology and immunology as well as for other key chronic diseases. Formycon is making a major contribution towards providing as many patients as possible with access to vital and affordable medicines.

To support our team in Martinsried near Munich, we are looking for suitable candidates for this full-time and permanent position, to begin work as soon as possible.

### Your responsibilities

Reporting directly to the Chief Business Officer (CBO), the Director Licensing & Alliance Management is a key value driver for Formycon's external growth, portfolio monetization, and long-term revenue generation. This role holds end-to-end responsibility for partnering strategy, deal execution, and alliance value maximization across our global biosimilar portfolio, with significant exposure to executive management and senior decision-making. In this role you will:

- Select high-quality commercial partners on a global scale, leveraging a strong personal network within the biosimilars ecosystem to access attractive partnering options
- Negotiate, structure, and execute complex international licensing and supply agreements, applying profound contractual expertise to optimize returns, scalability, and lifecycle value
- Develop and present decision-ready business cases, including scenario and sensitivity analyses, enabling transparent comparison of competing offers and deal structures at CBO and Board level
- Proactively originate early stage partnering opportunities for new portfolio additions like co-development agreements, based on a deep understanding of global market dynamics
- Take full ownership of alliance management in late-stage, launch, and post-launch phases, ensuring strong profitability from existing partnerships and resolving execution challenges in advanced project stages
- Apply specific market expertise in emerging markets, particularly Asia and Latin America, to optimize partner selection, deal economics, and execution models
- Operate with a strong cross-functional and execution-driven mindset, working closely with Supply Chain, Legal, Finance, Portfolio Management, Procurement, Regulatory, IP, and Commercial teams, while ensuring strict adherence to timelines, milestones, and governance standards

## Your Qualifications

- Senior level experience in licensing, business development, and alliance management within generic or biotech companies, ideally with biosimilars focus
- Proven track record in high value negotiations, complex deal execution, and alliance value optimization across global markets
- Profound expertise in contractual frameworks
- Strong strategic, financial, and analytical capabilities combined with hands on execution strength
- Comfortable operating in a direct reporting role to the CBO, with credibility at executive and Board level

## What we offer

- Hybrid working model and flexible work arrangements
- 30 days of vacation plus additional days off on Christmas Eve and New Year's Eve
- Formycon Mastercard and employer-supported pension scheme
- Comprehensive health & wellbeing offering, including occupational health services, fitness discounts, group accident insurance and mental health support
- Individual development and career paths, internal trainings and participation in conferences and scientific events
- A collaborative, inclusive culture with a strong focus on diversity, equal opportunity and respect in a modern working environment

More details on our culture and benefits can be found on our [career page](#).

Bring us your skills and energy and shape your own career in a stimulating and open work environment. We are looking for highly motivated individuals who are ready to take on new challenges with enthusiasm and personal commitment. Working at Formycon means being part of a smart, innovative team with minimal hierarchy and opportunity to share your own ideas.

Have we sparked your interest? Then we look forward to receiving your application through our [online application portal](#)!

**Please note that we do not accept applications or candidate profiles from recruitment agencies for this position.**

We welcome applications from all people – regardless of gender, gender identity, sexual orientation, origin, religion/belief, disability, age or lifestyle.

Applicants with severe disabilities will be given preferential consideration in cases of equal suitability. Please note that our building is currently not fully wheelchair accessible. However, we warmly encourage you to contact us so that we can discuss and explore suitable solutions together to accommodate individual needs.

If you have any questions, please email us at [recruiting@formycon.com](mailto:recruiting@formycon.com).