

ALTER PHARMA GROUP NV

GENERICS – OPERATIONS DEPARTMENT

NEW PRODUCTS INTRODUCTION MANAGER

ABOUT OUR COMPANY

Alter Pharma is a Belgian group of pharmaceutical companies with headquarters in Anderlecht (Belgium) and offices in Ireland and the United States. Employing in total over 140 employees, the Group distributes a wide range of pharmaceutical products to pharmacies, wholesalers, hospitals and retirement homes. At the same time, Alter Pharma is a global player on the generics market, with around 15 molecules on the European and US market and a fully stocked pipeline of niche, complex and added value products.

Our values

Our talented staff daily work in accordance with our company values:

- We are proud of our entrepreneurial culture and foster open communication, mutual respect, professionalism and efficient decision-making and we believe that our multicultural organisation is one of our most important competitive advantages.
- We believe that timely and well considered decisions as a response to emerging opportunities and ideas is the key to our success.
- We believe that the success of the company lies in the competence, dedication and motivation of each of our employees.
- We believe that freedom returns flexibility and empowerment returns commitment.

We are currently looking for a talented New Products Introduction Manager to help us proactively managing the lifecycle of the medicinal products. The successful candidate must have at least 5 year of experience in launches management and/or supply chain management in Pharma Industry.

You will be responsible for global launches for the B2B and B2C company business. You will report directly to the companies' Operations Director and will be based in Balbriggan (Dublin area), Ireland.

The job description

The New Products Introduction Manager undertakes full responsibility:

Main responsibilities

- You lead the launch activities across the organization and in collaboration with our contract manufacturers and clients
- Implementing and managing cross-functional processes and plans that enable our company to execute on time product launches
- You work with contractors and clients to ensure alignment project timeliness and deliverables
- You manage the planning and execution of the launches, including timelines and deliverables.
- You Manage the functions of artworks development and serialization coordination.

- You ensure identification and escalation of any issues putting the launch at risk ensuring fast resolution.
- You identify & communicate evolving needs from benchmarking and post-mortem activities to ensure continual process improvement.
- You ensure alignment and continuity between pre-commercial launch activities, commercial launch activities and post-launch activities.
- You build strong working relationships both internally and with key partners. Represent the company in dialogues with customers and suppliers.
- You lead and support internal coordination of company departments to solve exceptional situations. Take ownership of issues and follow problems through to resolution. Lead issue resolution in a proactive and positive manner
- You develop contingency plans necessary to meet changes in the business environment (e.g., regulatory changes, new competitors and interruptions in production/supply).
- Identify and manage risks, including the development of contingency plans, proactive approach to uncertainty.
- Provide cross functional leadership for launch strategy, including priorities, milestones, and key performance indicators (KPIs).
- Continually raise the bar across the company and implement launch process improvements. Continually seek and act on opportunities to improve cross-functional collaboration and efficiency

Specific duties

- You deliver the launch plans and prepare the organization to commercialise our products for the B2B and B2C business
- You energize and excite the organization on the importance of launch readiness
- Define, track, and communicate dashboards and other tracking tools to ensure visibility and focus on performance against launch milestones and goals. Facilitate closed-loop improvement; promote results orientation throughout the organization.
- Design and implement new standard operating procedures and working standards. Develop, manage and implement CAPA plans when required.
- Read, comprehend and when required review and approve legal documents such as supply and logistic agreements.
- Develop reports and presentations to business partners and stakeholders to support improved decision making.

People Management

- Demonstrated track record of leading people and building teams, setting performance standards, coaching and developing capabilities of the team
- Team development, supervision and motivation. Mentor and develop the supply chain team members and nurture an environment where they can excel through encouragement and empowerment.

- Define the functions of his/her direct collaborators, be responsible for their performance review and evaluation.
- Effectively communicate and create a positive experience with clients, internal stakeholders, external manufacturers and other parties

Your professional profile

The successful candidate has an advanced degree in supply chain, business, engineering, life sciences or related field and has at least 5 years of experience in launches management and/or supply chain management in Pharma Industry.

Pharmaceutical/biotechnology launch experience in EU and US markets is preferred. Knowledge of project management tools and processes, SAP and Microsoft software packages (Excel, PowerPoint).

Your abilities

- You have strong interpersonal and communication skills to build and sustain working relationships across multiple cultures.
- You are self-driven and enthusiastic leader, driving success with people and encouraging others to set high standards of performance
- You have strong written and oral communication skills; ability to articulate strategy and influence key stakeholders.
- You are a team player with strong customer focus.
- You have strong analytical and problem-solving skills. Proactive and hands-on approach to issue resolution.
- Excellent attention to quality and detail.

For more information about our company, please visit www.alterpharmagroup.be. Motivation letter and CV can be sent to recruitment@alterpharma.be.