

Advanced Therapies and Innovation – BD & Sales

Cencora's Focus in Cell and Gene Therapy

In the rapidly advancing field of Cell and Gene Therapy (CGT), Cencora is dedicated to pioneering transformative treatments that offer new hope for patients with complex conditions. Our focus is on harnessing cutting-edge technologies and innovative approaches to develop and deliver next-generation therapies. Through a robust network of specialized business units, including the Advanced Therapies and Innovation department at Alcura, we are committed to advancing the science of CGT. Our efforts aim to streamline development processes, enhance regulatory compliance, and ensure the highest standards of quality and safety in bringing these revolutionary therapies to market.

By joining Cencora, you'll be part of a forward-thinking organization that is not only shaping the future of healthcare but also making a significant impact on patient outcomes globally.

About Alcura- Support Solutions for Clinical Trials

At Alcura, we can offer you efficient support in each and every phase of your clinical trial. Alcura supports more than 500* clinical trials a year. In its constant adaptation to market needs, Alcura partners with healthcare companies, professionals, and organizations to provide innovative personalized solutions that enhance patient care and adherence to treatment.

What will you do?

As the CGT Program Execution Lead, you will be pivotal in boosting our Advanced Therapies and Innovation department, founded 2 years ago in Alcura and with a strong focus on Cencora's CGT business units worldwide.

Your role involves driving the department's growth and enhancing its market positioning through strategic engagement with clients. You will listen to customer needs to develop tailored solutions in cell and gene therapy, innovation, and regulatory compliance. By acquiring and applying market insights, you will help refine our offerings and strengthen stakeholder relationships, ensuring our operations meet industry standards with greatest quality levels and support the department's growth.

Role responsibilities:

- Identify and target potential new clients to expand the Cell and Gene Therapies Business Unit.
- Develop strategies to meet and engage with prospective clients, with a focus on Advanced Therapy developers
- Collaborate with internal teams to tailor solutions that meet client needs.
- Drive lead generation activities to maximize business opportunities.
- Build a robust stakeholder network, both nationally and internationally
- Optimize Alcura procedures to increase efficacy through excellence and within budget
- Manage the CGT and Innovation pipeline according to objectives.
- Legal document management to manage new customers (i.e. NDA).

Required Training/Experience:

- Previous experience in business development is essential, with 2 years in the pharmaceutical industry.
- Bachelor's degree, preferably in Health Sciences/Engineering finances and a Master in Sciences (biotechnology, engineering, pharmacy, etc) .
- Proficiency in Microsoft Office.
- User of management information systems.
- Proficiency level in English is essential—the selection process will be conducted in this language.

Required Skills:

- Communication and negotiation skills.
- Time management and planning skills.
- Strategic analytical ability.
- Experience in customer management and scientific / technical sales experience. Stakeholder network greatly appreciated.

- Biotechnology/Innovation or Advanced therapy-related stakeholder network will be greatly valued.

Affiliated Companies: Alcura Health España

Alcura | Cencora se compromete a proporcionar igualdad de oportunidades de empleo sin tener en cuenta la raza, color, religión, sexo, orientación sexual, identidad de género, información genética, origen nacional, edad, discapacidad, condición de veterano o afiliación a cualquier otra clase protegida por la ley federal, estatal o local.

Apply here:

https://myhrabc.wd5.myworkdayjobs.com/es/Global/job/WEMEA--Spain--Viladecans/CGT-Program-Execution-Lead_R255013

Contact Person / Hiring Manager

crisrina.salado@alcura-health.es

Advanced Therapies and Innovation Director EU Clinical Trials Hub

EU GMP Qualified Person

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United in our responsibility to create healthier futures.

We are excited to become Cencora.

To learn more about our brand go to <https://www.cencora.com/>