



Currently we are seeking an experienced **Pharma Collaborations Business Manager** to join our US Commercial and Medical Affairs team and help make significant contributions to the area of Alzheimer's disease (AD) and other neurodegenerative disorders. The Pharma Collaborations role will lead LMI initiatives and business development (BD) with pharma partners in multiple medical specialties while leveraging BD skills, industry relationships and overall pharma/biotech business acumen to drive short-term and long-term business value for Life Molecular Imaging.

Job Responsibilities

The Pharma Collaborations Business Manager will be responsible for the following, but not limited to:

- Work primarily with Pharma Head to prioritize opportunities and to develop strategy for pharma collaboration plan of action (near-term and long-term)
- Develop leads through identification of pharma/biotech companies with relative programs in which the use of LMI radiopharmaceuticals can be incorporated
- Constantly survey pharma therapeutic field for upcoming trials and gather competitive intelligence to understand Pharma partnerships
- Cultivate relationships with Pharma company BD functions; enhance breadth and depth of relationships
- Work with Business and Pharma Heads to identify and network with KOLs who advise pharma partners in relative medical specialties
- Build business strategies for increasing inclusion of company products in ongoing and future Pharma trials
- Support Business in negotiations/contracts with pharma sponsor, CRO and any service provider when needed, serving as central point of contact for internal and external project contracting for pharma trials
- Work with Regulatory and Quality Assurance team members to initiate and execute Quality Agreements for contracted clinical trials
- Engage closely with Pharma Head and Project Management lead to provide unified presentations to Pharma sponsors
- Secure meetings with pharmaceutical and biotech companies with active or future programs related to LMI products, particularly in neuroscience, for scientific and capabilities presentations of LMI radiopharmaceutical and R&D opportunities
- Work with Business Head on business analytics data and strategic execution.

Job Requirements:

A Scientific (e.g. PhD, MD, PharmD a plus) and/or business degree (MBA desired); Must have 3-5 years business development experience; Pharma and/or imaging industry experience; Pharma imaging trial experience a plus; Resourceful results driven individual with pharma/biotech experience and industry relationships who can work effectively with cross-functional teams and consistently exhibit positive customer relationship skills; Overall knowledge of pharma/biotech acumen with strong understanding of clinical trial design and operations, contracting process, radiopharmaceutical tracer supply and manufacturing/ quality control processes and standards; Strong project management skills; influence without authority; strong cross functional team collaboration; experience with budgets and scenario planning

The job location is in the Northeast region (NJ, NY, CT, MA),USA. We offer a competitive salary with additional benefits. **Please apply by sending your resume and cover letter to hr.us@life-mi.com**