

Medicines Patent Pool

Position: *Business Development Director*

Location: *Geneva, Switzerland with extensive international travel*

The Medicines Patent Pool is establishing a voluntary licensing mechanism to enhance the availability of improved, affordable and quality medicines for the treatment of HIV/AIDS in developing countries. The Medicines Patent Pool will work towards obtaining voluntary licenses for HIV/AIDS medicines patents from patent holders and then make such licenses available to qualified third parties (such as generic manufacturers).

The Medicines Patent Pool aims to generate robust market competition for the production of HIV/AIDS medicines leading to reduced prices and improved access. The Medicines Patent Pool will also facilitate the development of new products, such as fixed dose combinations, and heat-stable and paediatric formulations, which are adapted for use in resource-poor settings. The licenses will be for use in developing countries and, as appropriate, royalties will be paid to the patent holders.

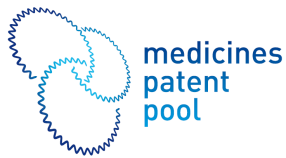
The Medicines Patent Pool is an independent legal entity based in Geneva, Switzerland, established with the support of UNITAID. UNITAID is an innovative Global Health financing mechanism, whose mission is to contribute to scaling up access to treatment for HIV/AIDS, malaria and tuberculosis in low and middle income countries.

Main Duties/Responsibilities:

The Business Development Director is responsible for developing new business opportunities with pharmaceutical companies and research institutes and managing relationships with Medicines Patent Pool licensors and sub-licensees. The Business Development Director will work closely with the General Counsel to negotiate and agree appropriate licensing arrangements which will achieve the public health objectives of the Medicines Patent Pool. The Business Development Director will provide strategic business input, and guidance to ensure effective collaboration between the Pool and licensors and sub-licensees.

Responsibilities include:

- Develop engagement strategies for pharmaceutical companies and research institutes
- Manage relationships with senior executives at major pharmaceutical innovator companies, generic manufacturers, research institutes, and industry associations
- Analyse and understand the business implications of, and considerations for, licensing terms and conditions and develop appropriate strategies to address these issues whilst achieving the desired public health outcomes
- Design deal specifics, including business and financial cases, and provide input on contract terms and conditions
- Work closely with General Counsel to conduct negotiations with patent holders and generic manufacturers on license terms and conditions
- Monitor market and industry trends in order to identify opportunities for the Medicines Patent Pool
- Perform other duties as assigned by the Executive Director



Knowledge/Qualifications:

The Business Development Director should have the following attributes:

- Pharmaceutical sector expertise in the areas of business development, strategy, industry dynamics, value chain analysis, and financial modelling
- Sound experience in and knowledge of international health policy, pharmaceutical policies, antiretroviral drugs, and public health
- Working knowledge of intellectual property related issues
- Effective negotiation skills
- Creative approach in seeking solutions to difficult problems that have multiple stakeholder requirements
- Proven management capacity at a senior level, and experience working in a multinational, multicultural environment
- Ability to operate and maintain contacts at senior levels within the pharmaceutical sector
- Capability to network, develop and maintain effective working relationships across a wide range of organisations and at all levels

Personal Qualities

- Demonstrable personal commitment to the public health goals of the Medicines Patent Pool
- Sensitivity to different cultures and work styles
- Collaborative and supportive approach to teamwork and people management

Education and special training:

Advanced university degree in economics, business administration, law, public health, or other relevant field or equivalent professional qualifications.

Experience (length and nature):

At least 15 years experience in the pharmaceutical sector with a successful track record of business development, strategy development, and stakeholder relations. Experience and knowledge in public health with issues related to access to medicines and intellectual property.

Use of Languages:

Fluency in English is required.

Oral and written proficiency in a second language is strongly preferred.

Women and people from Developing Countries are encouraged to apply.

Please send a cover letter and curriculum vitae to recruitment@medicinespatentpool.org by **Friday, 29 October, 2010**