



## **Xbrane Biopharma seek a Director of Business development**

Xbrane is seeking a Director of Business development to lead establishment of commercialization partnerships for our biosimilars and market intelligence. The role will form part of the management team reporting directly to the CEO. The role will be based at the headquarter in Solna, but with some travelling required.

### **About Xbrane Biopharma:**

Xbrane biopharma is an innovative biosimilar developer with a portfolio of in total 5 biosimilars targeting annual originator sales of EUR 11 billion. Leading product is Xlucane (Lucentis biosimilar) currently in phase III with STADA Arzneimittel as commercialization partner. Xbrane is a strongly purpose driven organization with the mission to make accessible cost-efficient alternatives to life critical but expensive biological treatments to a global population. Xbrane has 36 employees with headquarter is located in Solna, Sweden. Xbrane is listed at Nasdaq First North (XBRANE).

### **About the role:**

The primary responsibilities of the role falls into two major categories, establishment of commercialization partnerships and market intelligence.

Establishment of commercialization partnerships for our biosimilars include:

- Participation in key partnering conferences (BIO, Bio Europe, etc.)
- Managing in-bound and out-bound partnering reach outs
- Negotiate and establish partnership agreements
- Manage existing partnerships and key relationships

Market intelligence include:

- Monitor developments in biosimilar market
- Participate in industry conferences and establish relationships with experts in the industry
- Feed latest market intelligence into internal product development process and investor relations
- Become internal biosimilar market expert

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### **Your profile:**

- Relevant educational background (preferably at least MSc level within biotech)
- Relevant professional experience (preferably from business development roles within pharma industry)
- Experience from establishment of commercialization partnerships within pharma industry
- Entrepreneurial can-do attitude
- Strong skills in Powerpoint and Excel

### **Send your application latest October 4th to:**

Martin Åmark, CEO

[Martin.amark@xbrane.com](mailto:Martin.amark@xbrane.com)

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