



AOP Health is the European pioneer for integrated therapies for rare diseases and in critical care. To enhance our team in Vienna we are looking for a:

## Manager Business Development (f/m/d)

1190 Vienna | Full-time employee | Start: 04.06.2025 |



***In this key role, you will be responsible for identifying, evaluating, and advancing new business opportunities in alignment with our strategic therapeutic focus. This position offers an exciting opportunity to help shape AOP Health's pipeline and expand our impact in rare diseases and critical care.***

### What Your Day To Day Will Look Like

- Screen and assess cooperation and licensing opportunities aligned with AOP Health's therapeutic areas of interest
- Evaluate potential assets for strategic fit and economic viability
- Drive the business development process from initial contact through to deal negotiation and contract finalization, in close collaboration with cross-functional teams
- Maintain and update the BD opportunity database
- Lead regular Business Development Update meetings with the New Asset Focus Team to discuss and align on new opportunities
- Manage due diligence activities in cooperation with Commercial Operations, R&D, and Program Management
- Ensure seamless handover of contracted products to relevant internal teams
- Engage with Key Opinion Leaders to support opportunity assessments
- Prepare initial business cases from the topline to the full P&L forecast
- Develop and deliver presentations for internal decision-making gates and senior leadership approval

### Your Qualifications and Experience

### Main Benefits



Bonus



Homeoffice



Employee mobile phone



Flexible working hours



Laptop



Good transport connection



Employee events



Meal allowance



Healthmeasures



Employee discount

### Your Contact

- University degree in life sciences, business administration with scientific focus, or a related field
- Strong background in business development, scientific evaluation, or pharmaceutical sales; experience in private equity or healthcare consultancy is a plus
- Minimum 5 years of relevant experience in the pharmaceutical or biotech industry, with a proven track record in business development
- Demonstrated experience in identifying opportunities, leading negotiations, and supporting all aspects of the Business Development lifecycle
- Solid experience in building business cases and P&L forecasts, including a variety of licensing deal structures
- Excellent interpersonal and stakeholder management skills, with the ability to build relationships across internal teams and external partners
- Strong analytic, collaboration and organizational skills with strategic thinking
- Fluent in English (spoken and written)
- Willingness to travel as required
- Proficient in Microsoft Office 365

### Our offer

- An open corporate culture with the opportunity to contribute your own ideas
- Working independently in a collegial and committed team
- Modern working environment with good public transport connections (U4 - Heiligenstadt)
- Flexible working hours (flexitime/time-out days), bonus scheme, additional benefits and employee events
- Structured onboarding and support through a buddy system
- The gross annual salary in accordance with the collective agreement (KV) for this role is 53 732 EUR on a full-time basis (38.5 hours/week). We are willing to offer a higher salary depending on your qualifications and relevant experience

*If you would like to work as a team player in an international environment and can identify with our values "Agile, Ambitious, Aligned, Accountable and Appreciative", then: Take this CHANCE and*



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*Further information on our website:*  
[aop-health.com](https://aop-health.com)