

CILIQUE is a management consulting company for the pharmaceutical industry. Our clients are the leading global pharma companies as well as small and mid sized high innovative biotechs. We also support Clinical Research Organizations (CROs) and other service providers in the clinical trial process. With the expertise and the excellent sourcing processes of CILIQUE our clients are able to identify and contract the right partners for their clinical development programs of their high innovative drugs. Cost effectiveness and the maintenance of high quality and timeliness is a constant driver of our success in the market.

Our clinical outsourcing activities are growing rapidly, and we are currently seeking a full-time, office-based Outsourcing & Contracts Manager to join our team.

Outsourcing & Contracts Manager Pharma (m/f)

This position plays a key role in the development of our company and offers enormous growth potential in an exciting science driven business area. The Outsourcing & Contracts Manager gets in direct contact with the drug development process of our clients and works closely with the development teams across the globe.

We want your individual creativity and ideas to be reflected in the work we do. Why? Because these are the key drivers that enable our business. And this is to be more than lip service: If you are creative, self driven and simply clever in identifying business opportunities in your daily work you will have all the freedom to develop yourself. Even becoming a partner of the company is possible.

Job Summary:

This role manages the outsourcing of the clinical development projects to external service providers on behalf of our clients, allowing on-time delivery of clinical data to support the potential registration and launch of new products. This involves adherence to established policies/guidelines and delivering quality, timely and cost effective contracts and resource solutions in the clinical procurement category (CRO services for phase I and III, central labs, IRT and drug supply providers as well as specialty providers). The role will require the use of advanced analytical skills to review complex study assumptions and budget data and will require in-depth business knowledge of the clinical development process and close collaboration with internal and external key stakeholders. The Outsourcing & Contracts Manager is familiar with handling vendors such as CRO's concerning RFP processes, selection, proposal management, contract negotiation, etc., for upcoming clinical trials. Very experienced candidates are as welcome as those, who had first experience in e.g. contracting with vendors and are looking for an opportunity to develop. The position can be adapted to the skill-level of the employee.

Roles & Responsibilities of the position:

- Preparation of detailed request for proposal (RFP) documents, selection and contracting of external suppliers for clinical trials. Preparation of individual contracts following agreed templates and in cooperation with legal counsels and departments
- Lead contract and budget negotiations with service providers, balancing time, cost and quality considerations
- Process and deliver quality contracts according to local/divisional standards and guidelines in collaboration with functional partners including but not limited to Legal, Finance and QA
- Realization of strategic outsourcing decisions (e.g. ensuring the global bundling buying power with preferred external suppliers for particular service areas and stakeholder management within the functional departments)
- Participate as subject matter expert in the global clinical operations teams to support the program development throughout the life-cycle
- Periodic development / review of the cooperation with the external suppliers
- Performance analysis and management of the external suppliers on a global level
- Intervene and support the team to address and resolve issues with vendors or internal stakeholders.
- Experienced candidates will also support training seminars in the subject matter of clinical outsourcing as well as business development initiatives for CILIQUE like attending international conferences in the pharmaceutical area.

Job Requirements:

- A degree in a scientific, legal or financial discipline
- At least 1 year of experience, preferably in a clinical research setting or equivalent, or relevant experience working in the pharmaceutical industry. Detailed understanding of the clinical development process and robust understanding of the management of clinical trials as well as intensive knowledge of the vendor marketplace
- Demonstrated knowledge of the preparation and maintenance of contracts and budgets
- Leadership skills
- Ability to achieve savings targets
- Ability to complete projects on time and within budget
- Attention to detail
- Strong written and oral communication skills
- Strong problem solving skills

- Expert negotiation skills
- Excellent interpersonal skills (team player)
- Ability to work independently
- Fluent English language skills

What we offer: Your possibilities to develop in our growing company are just as manifold as our client portfolio. We offer a modern and international working environment to unleash your innovative potential in diverse teams, and take responsibility for our clients, products, the environment and society.

Beside an attractive salary and any personal development opportunities in a highly innovative surrounding the further methodological development of our employees is key for our success. Therefore after your first year at CILIQUE we offer you a part-time taught postgraduate program in Medical Research and Innovation (Msc) or equivalent over the next 3 years.

How to Apply

Are you interested? Then apply now easily via email with attachments. Applications in electronic format (no print material is accepted) only in English:

Should be sent to: Leif Kuse E-mail: jobs@cilique.com

Please include the following with your application:

- Covering letter with salary requirements and the earliest possible starting date
- CV
- Certificates and references

Applications for this position should be received by us before 01 March 2017



<http://cilique.de/>

Managing Director/Geschäftsführer: Leif Kuse

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