



LES Guidelines for Advertisers

LES would advertise the position as follows:

- A single email to all members
- Vacancy shared on social media
- A link in our web site (for a period of two months or sooner if the position has been filled)

The cost of this service for LES members is £350.00

The cost of this service for non-LES members is £500.00

The promoter will be responsible for the entire wording, along the lines of the working and format below:

Company Logo

Position/ Name of Course

Area of work/ Area of Topic

Salary, if appropriate/ Registration Fee

In-licensing ... out-licensing ... acquisitions ... it's all about being alive to the possibilities. And, that's exactly what our client is. With a vision focused on changing tomorrow, this young and forward-looking company is rapidly achieving its goal of becoming a global leader. Already ranked as one of the top 15 pharmaceutical organisations in the world, it's been remarkably successful marketing a number of best-in-class and first-in-class products in key therapeutic areas of unmet need whilst its growth is fuelled with the addition of innovative new medicines.

Influencing the shape and position of the portfolio, their European business development/early phase commercial development team is highly active and has a track record of in-licensing many new products. This large team, which boasts a diverse range of professional backgrounds and skills, operates with a high degree of autonomy and a full-picture perspective. All of which presents a great opportunity for an entrepreneurial individual who will proactively seek out and identify the possibilities and successfully drive them to reality, whilst being able to draw on the extensive capabilities that exist in the function.

Ideally with a strong scientific background and drug development experience, you've now gained expertise in the evaluation of business development opportunities and combine scientific and commercial know-how in equal measure. Defining the strategic direction ... researching and evaluating potential acquisitions ... managing and negotiating projects through to conclusion ... providing commercial input to in-house R&D projects ... means your ability to cultivate high-quality open relationships internally and externally is critical. Likewise knowing the intricacies of business development as you do, tolerance, adaptability, contingency and comfort with ambiguity are all part of your professional armoury.

The goals are ambitious and if you have an investigative mindset and the professional wherewithal to bring the possibilities alive in this forward-thinking business, please contact **(Insert Name)** at **(Insert Company Name and Address)**. Telephone: **(Insert)** or email your cv quoting reference number **(If Applicable)** to **(Insert email address)**.

Payment Details

Please Note: All adverts are subject to approval by the LES B&I Council. Payment for this advertising service will not be taken until approval has been granted.

Payment may be made by cheque, credit card (Amex not accepted) or BACS transfer.

Please make cheques payable to: Licensing Executives Society.

Please contact the Administration office if you would like to be invoiced or make a BACS Transfer. If you have any queries or would like to advertise through LES B&I, please contact:

**LES B&I Administration Office
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