

CONTINUUS Pharmaceuticals Job Posting

COMPANY

CONTINUUS Pharmaceuticals, Inc.

LOCATION

25-R Olympia Avenue
Woburn, MA
(20 minutes north of Boston)

EMPLOYMENT TYPE

Full Time - U.S.-based

START DATE

Q2 2022

ABOUT CONTINUUS

CONTINUUS Pharmaceuticals is a spin-out company from the Novartis-MIT Center for Continuous Manufacturing. We design and develop innovative continuous manufacturing processes for pharmaceutical clients, providing an exceptional "one-stop solution" for the entire drug development and manufacturing cycle.

Rather than producing medicines through traditional batch processes, CONTINUUS offers a breakthrough Integrated Continuous Manufacturing (ICM) technology for small molecule drugs. The synthesis of the active pharmaceutical ingredient and final dosage form are integrated into a seamless and completely automated process. This novel method will allow "on-demand" manufacturing of pharmaceuticals with significant advantages in production lead time, quality, and cost.

Our pipeline is rapidly growing, with exciting projects with pharmaceutical and generic companies, as well as contracts with the US Government. Concurrently, we are transitioning to a commercial phase, where we will leverage our novel ICM platform to produce low-cost, high-quality drugs for patients worldwide. Essential to our evolution will be talented new team members who will contribute greatly to this mission. We look forward to meeting you.

<http://continuuspharma.com>

CONTACT US @

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Head of Commercial Sales

Job Description

The candidate will report directly to the Chief Business Officer and will also work closely with the executive team to develop and lead an **aggressive** and **forward-looking** commercial strategy.

Overview

- Build out and lead a commercial team that will be responsible executing the commercial strategy
- Develop short- and long-term plans to disrupt the current supply chain distribution of pharmaceuticals/generic drugs through adoption of **ICM**
- Lead strategy, **marketing/outreach**, and **negotiation** efforts required to achieve these short and long-term plans (e.g., securing projects with clients)
- Engage with clients/partners/end users to present the value proposition of **ICM**, creating/devising opportunities for adoption of **ICM**
- Represent CONTINUUS at critical events/meetings to advance and promote commercialization efforts
- Work with other company executives/directors/advisors to elaborate objectives and approaches for all potential business lines, including **generic manufacturing** and **contract services for innovator companies**

Qualifications

- Bachelor's degree in a relevant field (Master's preferred)
- Senior executive with 10+ years of experience in the pharmaceutical industry (10+ years)
- Expertise in structuring and executing multi-million-dollar deals within the pharmaceutical and generic businesses
- Strong knowledge of the generic manufacturing business, as well as the **pharmaceutical contract development and manufacturing services**
- Fundamental understanding of the **supply chain distribution** of pharmaceutical products
- Ability to work independently and as part of a cross-functional team of experts; capable of influencing and creating alignment across different functional areas
- Strong leadership presence with the ability to effectively interact with and present to **senior management, clients, and health authority representatives (e.g., regulators)**
- Strong communication and negotiation skills
- Committed to continuous improvement; willing to **challenge the status quo** to achieve the best outcomes for the company
- Passionate about creating change and positively impacting the pharmaceutical industry

We are an Equal Opportunity Employer - all qualified applicants will receive consideration without regard to race; color; religion; sexual orientation or transgender status; gender identity or expression; pregnancy or related medical conditions; workplace hazards to reproductive systems; national origin and ancestry; age; veteran status; current physical or mental disability or history of; intellectual or learning disability; genetic information; homelessness status; sexual harassment; marital or civil union status; lawful activity outside of the workplace such as tobacco use; or any other characteristic protected by law.