

# 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

Q3 2020

## ABOUT CONTINUUS

CONTINUUS Pharmaceuticals is a spin-out company from the Novartis-MIT Center for Continuous Manufacturing. CONTINUUS designs and develops innovative continuous manufacturing processes for pharmaceutical clients, providing them with an exceptional "one-shop solution" for the entire drug development and manufacturing cycle.

Rather than producing medicines through batch-wise, step-by-step processes, CONTINUUS Pharmaceuticals offers a breakthrough Integrated Continuous Manufacturing (ICM) technology for small molecule pharmaceuticals. The synthesis of the active pharmaceutical ingredient and the 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.

CONTINUUS is working with several major pharmaceutical and generic companies on the implementation of ICM for both novel and already-marketed drugs. New hires will work directly on these projects.

Learn more at:  
<http://continuuspharma.com>

## CONTACT US @

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## Executive VP Commercial Operations

### Job Description

CONTINUUS is looking to hire a full-time Executive VP (EVP) Commercial Operations, who will perform the following tasks:

- Head the commercial implementation of CONTINUUS' Integrated Continuous Manufacturing (ICM) technology platform, which will include the following:
  - Developing short- and long-term plans to disrupt the current supply chain distribution of pharmaceuticals/generic drugs through adoption of ICM
  - Leading all strategy, marketing/outreach, financing, and negotiation efforts required to achieve these short- and long-term plans
  - Engaging with clients/partners/end users to present the value proposition of ICM, and creating/devising opportunities for adoption of ICM
  - Representing 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

### Required Qualifications

- Senior executive with many 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 effecting change and positively impacting the pharmaceutical industry
- Willing to locate to MA and travel as needed