

Associate Director, Corporate Strategy & New Product Planning

SUMMARY OF POSITION

Amicus Therapeutics' Strategy and Business Development Group encompasses corporate strategy, business / corporate development, new product planning and external innovation. A critical component of the group is the New Product Planning function as the Company evaluates and plans for potential new product launches via internal discovery / development and or business / corporate development.

The Director, Corporate Strategy and New Product Planning role will be a key member of the Strategy and Business Development team. The leader in this role will collaborate with the program management, global marketing, business development, legal and finance teams in regards to corporate strategy initiatives and new product planning. In regards to Corporate Strategy, this position requires a creative and analytical thinker who has previous experience with traditional corporate strategy initiatives. In regards to New Product Planning, this position requires deep new product planning, disease strategy and early drug development experience and offers the opportunity to help drive key decision-making activities within the Company.

MAJOR ACTIVITIES AND RESPONSIBILITIES

Strategy:

- Research, evaluate and recommend potential growth strategies through expansion into new therapeutic categories, markets and related businesses
- Partner with Global Marketing to explore longer term opportunities for Galafold™
- Lead analyses of commercial opportunities (including epidemiology modeling and detailed revenue projections) related to corporate/business development initiatives
- Lead external innovation opportunities to expand commercial opportunity of both marketed and clinical programs
- Collaborate with Executive team and lead the development of a global strategic plan and collaborate with Finance team on the corporate long-range plan
- Collaborate with business partners on issue specific long-range strategic implications (for example, manufacturing strategy, pre-clinical target assessments, portfolio planning, etc.)
- Collaborate with internal stakeholders on identifying and incorporating innovative technologies
- Work on CEO and Board-related strategy projects as needed

New Product Planning:

- Develop market and opportunity assessments, including disease area understanding, competitive landscapes and unmet need
- Collaborate with program management and the clinical team on the development of therapeutic target profiles

- Lead the development of the revenue forecasts for clinical compounds in collaboration with key business partners (Finance, Program Management, etc.)
- Support business development activities, including commercial diligence, as needed

ORGANIZATIONAL STRUCTURE

Reports to the SVP, Strategy & Business Development

QUALIFICATIONS AND BACKGROUND REQUIREMENTS

Educational Requirements

BS/BA required (MBA preferred)

Professional Work Experience

- Minimum of 7 years of related experience in the biotech/pharmaceutical industry
- Corporate Strategy and New Product Planning experience required
- Rare disease experience strongly preferred
- Three years strategic consulting, investment banking or related experience strongly preferred
- Self-motivated, energetic individual who is dedicated to serving the needs of the rare and orphan disease community
- Possess a genuine interest in helping to improve the lives of patients and their families who are afflicted with these disorders
- Strong understanding of business strategy, marketing planning tools and processes
- Exceptional project management skills with ability to manage multiple projects in a cross-functional environment with good understanding of project management process
- Strong customer focus with the ability to adapt to internal client needs and expectations
- Strong ability to influence outcomes without direct authority and ability to hold oneself and others accountable for commitments
- Highly organized and detail oriented with excellent follow-up abilities
- Strong knowledge of key pharmaceutical functions throughout all stages of product development, including Marketing (e.g., Market Research, Market Access), Medical Affairs, Preclinical, Clinical, Regulatory, CMC (e.g. supply chain, drug delivery), etc.
- Strong familiarity with Drug Development and Lifecycle Management of pharmaceuticals
- Ability to create and deliver effective presentations to working teams and senior management
- Ability to create complex excel-based forecasts and NPV models
- Strong communicator and presenter, with the ability to persuade others and foster open communication across internal and external groups

- Ability to manage multiple priorities effectively, problem solve, obtain consensus required

Compensation

A competitive compensation package will be presented to the right individual including base salary, bonus, and equity

Location

This position will be based at 1 Cedar Brook Drive, Cranbury, NJ 08512