



SEARCH SOLUTIONS

I-Talent SA are experts in the researching and recruitment of Executives, Managers and Technical Specialists.

We are recruiting, on behalf of our client, an international group, an experienced and qualified:

## **DIRECTOR, EXTERNAL MANUFACTURING AND SOURCING (EM&S), EMEA - (M/F)**

### **JOB'S MISSION**

- The Director External Manufacturing and Sourcing (EM&S), EMEA, is responsible for direction, planning and execution for the external manufacturing and sourcing operations in EMEA.
- This position oversees the external manufacturing and sourcing for company products and key materials including new business development opportunities in EMEA, developing and implementing required organization, standards, processes and procedures under direction of Global External Manufacturing and Sourcing.
- The position reports to the Head of Global External Manufacturing and Sourcing with a dotted line to the Chief Executive Officer.

### **MAIN RESPONSIBILITIES**

- Accountable for the EM&S operations in EMEA which includes sourcing, external manufacturing management and artwork management.
- Provide EMEA input to planning of Global External Manufacturing and Sourcing strategy in partnership with EM&S representatives from other regions.
- Interacting with EMEA management members and especially with the Head of Supply Chain Management, participate in executing product supply strategy and managing product supply to achieve company's short and long term goals.
- Implement and enforce Global External Manufacturing and Sourcing (GEMS) standards in EMEA. These standards govern In-Out decision, Supplier selection, Technology Transfer and Commercial Phase Supply Management of External Manufacturing, building quality into decisions and processes and guaranteeing high quality, reliable supply.
- Run RFP processes in EMEA in alignment with the Global External Manufacturing and Sourcing requirements.
- Lead external manufacturing and sourcing in EMEA in a cost efficient manner developing and meeting KPI's including those developed in Worldwide Product Supply Committee (WPSC), maintaining reliable supply from external manufacturers in EMEA and enabling timely and successful product launches.

- Prepare, monitor and control EMEA EM&S budget.
- Prepare and execute Mid-Term and annual Plan that are aligned with Global External Manufacturing and Sourcing Strategy, and supporting EMEA business strategy and long term vision.
- Responsibility for management, development and mentoring of direct reports including new talents in EM&S organization in EMEA.
- Drive change management and continuous improvement of EM&S, implementing PDCA cycle and other continuous improvement (CI) principles.
- Negotiate and execute product and material supply agreements for commercial products in EMEA.
- Assess sourcing and external manufacturing for new business opportunities in partnership with Business Development team.
- Accountable for partnership management of raw material and finished product suppliers in EMEA.
- Perform other duties as necessary as assigned by management.

## **EDUCATION AND COMPETENCIES**

- Master's Degree in Life Sciences is required, with 10 years minimum Pharmaceutical experience to include, but not limited to manufacturing.
- + 10 years experience in product supply and external manufacturing management in pharmaceutical industry with experience in new product launches.
- Experience and solid track record in leading and managing external manufacturing / supplier network in EMEA.
- Solid understanding of drug development processes.
- Solid understanding of GMP requirements (FDA, MHLW, EMEA) and ICH guidelines.
- Experience in matrix organization, operating and communicating with senior level management, both internally and externally, and managing interdepartmental processes.
- Demonstrated results in driving cost optimization programs.
- Experience with ERP/MRP systems required.
- Experience with multi-shift, multi-line operational organizations (50 + employees).
- Ability to think critically to propose strategic and make tactical decisions in design, management and execution of the sourcing and external manufacturing alliances.
- Master matrix organization skills and political savvy, and communication abilities - cross functional and cross cultural awareness.
- Excellent planning ability.
- Strong organizational development and change management skills.
- Results focused and customer service orientated self-starter.
- Strong at engaging and developing talent and organization; as well as management and leadership skills.
- Proven track record in negotiation.
- Excellent writing, editing and computer skills including MS Office (Word, PowerPoint, Excel, Vision) and other planning and mapping tools.
- Fluency in English (oral and written). French, German language capability is a plus.

**Please apply on our website: [www.i-talent.com](http://www.i-talent.com) together with your CV and motivation letter. Thank you.**

**Only applications via this e-mail will be considered for this recruitment. If you don't receive a reply to your application within 2 weeks, please consider that your file has not been shortlisted.**