



From Bench to Business Development

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SCI's Day of Science and Careers

London - 2017

Education



UNIVERSITY
of York

- BSc Chemistry/Pharmacy - Strasbourg (France)
- Masters Chemistry - Strasbourg (France)/ York (UK)
- Erasmus Program
- PhD Chemistry - York (UK)



Erasmus+

Career Path

- Bench chemist/Senior Scientist
 - Contract Research Organisations (CROs)



- Pharmaceutical company



Career Path

- Marketing
 - Strategic/Product Manager



- Tactical Marketing Manager



Career Path

- Sales
 - Business Development Manager, EMEA/Europe

SAFC[®]
Pharmorphix[®]

JM 
Fine Chemicals

ARCINOVA

Reasons for changing Jobs/Companies?

- Gain variety of experience
 - Small/large companies
 - Industries (Pharmaceutical/service providers/fine chemicals)
 - Job roles (Lab/Marketing/Sales)
- Accelerate career path
- Internal promotion/company acquisition
- International Relocation
- Redundancy

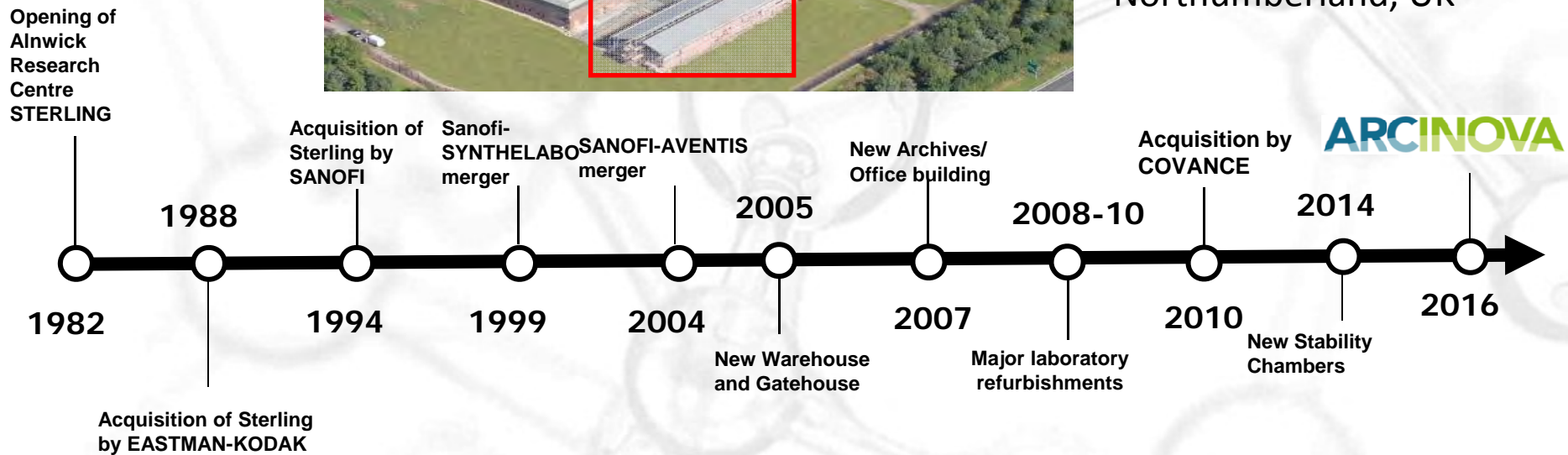
Current Employer

ARCINOVA



Modern, well-equipped site with a rich history

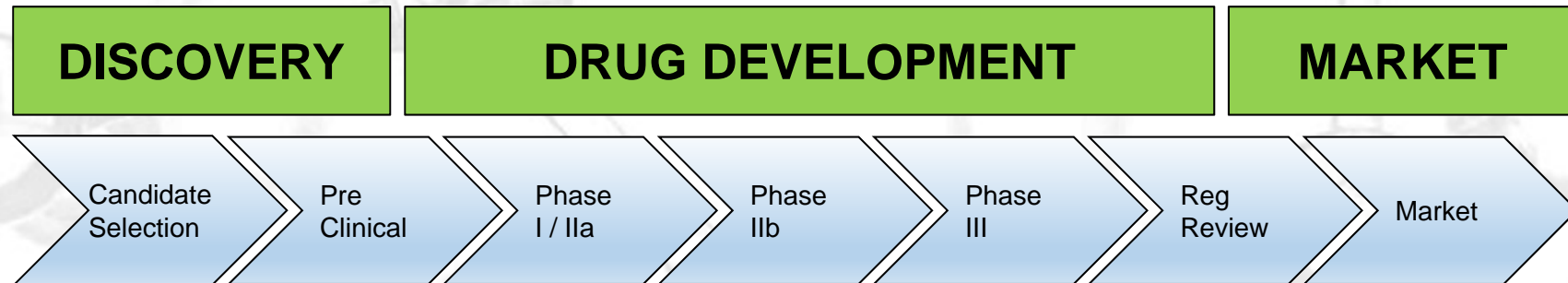
Based in Alnwick, Northumberland, UK



- 70 current customers worldwide
- Biotechs, speciality pharma, large pharma

Offerings

ARCINOVA



Contract Research Services:

Capability for the development of small molecule drug candidates from discovery through pre-clinical and clinical phase I, II and III to launch. These services can also be applied to a range of life sciences applications.

Contract Development Services:

Capability to include Process Research, Development and Scale-Up, drug candidates in both Development and launched to the Market, at relatively small scale using synthetic biology and chemistry.

Offerings

ARCINOVA

Efficient, end to end solutions, including:

- Drug substance – synthesis & support – intermediates & APIs
- Isotope synthesis/radiochemistry
- Drug product formulation
- High potency/high hazard materials
- Full bioanalytical support from pre-clinical through clinical trials

Business Development Role

To Increase company sales within the European territory:

- Identify opportunities/scouting
- Understand client's needs/requirements and advise on best solution (technical knowledge)
- Prepare proposals with scientific teams/assess pricing strategy
- Close deals/chase up/follow up

Job Perks/Positives

- Use of technical knowledge to support sales
- Non-routine role/every week is different
- Job satisfaction/problem solving
- On target bonus/commission
- Benefits (Company car/pension)
- Extensive international travel (up to 50%)
 - Airmiles
 - Hotel loyalty schemes

Job Challenges

- Extensive international travel
 - Away from home
 - Unsociable hours (early/late flights)
- Learn how to deal with losing sales/customers not interested
- Pressure to achieve sales targets
- Keeping a healthy lifestyle
 - Food choices
 - Exercise

Work/Life balance



CrossFit





Thank you for your attention

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