

Business Development Analyst

Note: The use of the masculine gender includes the feminine and is employed solely to facilitate reading.

Can you imagine a career that touches the lives of people in Canada? Can you imagine yourself working in a fast paced and dynamic workplace where rapid decision making, entrepreneurial initiatives and community engagement become's your new mission? A mission that drives our company's growth and success...if so, then Paladin is the place for you!

Paladin Labs Inc., headquartered in Montreal, Canada, is a specialty pharmaceutical company focused on acquiring or in-licensing innovative pharmaceutical products for the Canadian market. Paladin has a focused marketing and sales organization that has helped it evolve into one of Canada's leading specialty pharmaceutical companies. Paladin is an operating company of Endo International plc, a global specialty healthcare company focused on improving the lives of patients while creating value.

We are a dynamic, results-driven and fast growing organization. Paladin is constantly looking for great people to contribute to our growth. We believe in empowering our employees by giving them the freedom to raise new ideas and encourage decision making in an environment that fosters the growth and development of each individual. Paladin's culture is committed to building our business as well as our community, helping others, encouraging integrity and inspiring people to make a difference.

Position Summary

The Business Development team at Paladin Labs is responsible for Paladin's growth engine by specifically sourcing (licensing and acquiring) novel biopharmaceutical products globally for the Canadian market, as well as leading merger and acquisitions transactions.

The Business Development Analyst's responsibility is to assist the business development team by assuming broad responsibilities in several areas: market research, opportunity analysis, financial valuation and project management. The Analyst will serve as a key member of the Business Development team, working closely with a cross functional team to progress initiatives that support the company's strategy and goals. This is a Montreal-based position.

The ideal candidate is highly inquisitive and results oriented with a high desire and ability for continuous learning. In addition, the candidate should be computer savvy with great communication and organizational skills as well as an ability to adapt to changing priorities.

Specific Responsibilities

1. Assist with new product assessments including review of scientific literature, summary of current market dynamics including qualitative and quantitative market research.
2. Contribute and/or lead product valuations and the building of financial models.
3. Use third party databases such as IQVIA to develop target list of pharmaceutical products not available on the Canadian market to be licensed and distributed in Canada.
4. Reach out to potential companies which have differentiated pharmaceutical products to assess if they would have an interest in partnering with Paladin.

5. Proactively lead detailed strategic review of the Canadian pharmaceutical industry to recommend potential M&A targets.
6. Lead various administrative and departmental projects including the management of a customer relations' management (CRM) tool.

Characteristics of a Good Candidate

Analytical and Research Skills

A successful candidate must have exceptional analytical and research skills with high-level attention to detail and commitment to accuracy, depth and objectivity. The candidate must demonstrate an ability to sort through complex data, gather relevant viewpoints, identify important issues and make well-reasoned and actionable recommendations based on the findings.

Leadership

A successful candidate must be a self-starter and results-oriented with an ability to determine and initiate approach required to identify trends and draw appropriate conclusions. He must be able to demonstrate a proven ability to recognize opportunities, form a vision of what can be achieved and follow through to completion.

Problem Solving / Flexibility

A successful candidate must be skilled at creative problem solving and be flexible to work with a dynamic team in a changing environment.

People skills / Teamwork

The candidate must possess well-refined interpersonal skills that will allow him/her to effectively function in a fast-paced, heavily people oriented, team environment.

Candidate Profile

Required

- B.Comm.
- Experience with financial valuation.
- Experience with market research and/or statistical analysis.
- Good knowledge of Microsoft Office Suite (especially Excel) and aptitude/interest towards using macros.

Asset

- MBA.
- Transaction experience.
- Experience in finance, accounting, engineering or math.
- Experience in the biotech/pharmaceutical industry.
- Financial modeling experience.
- Knowledge of IQVIA data.

*Please send your CV: hr@paladinlabs.com
Only selected candidates will be contacted.*