



HYLORIS PHARMACEUTICALS SA

Licensing Manager

We are currently looking for a Licensing Manager. The successful candidate will be responsible and contribute to the definition and execute the implementation of the licensing strategy of Hyloris.

He/she will report into the Chief Business Development Officer.

The job description

As Licensing Manager you will:

- Develop and implement the Licensing Strategy
 - Conduct market research and analysis to identify licensing opportunities and potential partners.
 - Collaborate with company management to align licensing strategy with overall business objectives.
 - Develop a roadmap for licensing activities, including timelines, milestones, and performance indicators.
 - Monitor industry trends and competitor activities to identify potential threats and opportunities.
 - Continuously evaluate and refine the licensing strategy based on market feedback, and changes in the business environment.
 - Communicate the licensing strategy to relevant internal teams and ensure their understanding and alignment with the objectives.
- Manage Licensing Management
 - Manage licensing activities for selected markets and clients.
 - Manage the company's commercial material, including info for the website and the LinkedIn responsible.
 - Identify potential clients for the company's portfolio.
 - Prepare, present, and negotiate proposals.
 - Negotiate and finalize contracts.
 - Organize and participate in industry events.
- Report Analytics
 - Provide weekly progress reports to the direct manager.
 - Ensure company-wide communication of key licensing updates.
 - Develop annual sales budget for licenses and products for the upcoming year.
 - Implement plans to achieve annual sales targets in line with company strategy, monitor performance, and adjust as needed.
- Implement Process Improvement and contribute to the Team Collaboration
 - Evaluate and optimize communication and information flow between stakeholders.
 - Identify bottlenecks, recommend solutions, and collaborate with other departments to improve workflow.
 - Foster a company culture that embraces openness, dialogue, and feedback.



Your professional profile

- Minimum Qualification: Bachelor's degree in business or in related field; Extensive experience with EU licensing preferred.
- Minimum Experience: Significant experience in a pharmaceutical industry, specifically within commercial department in a generic company
- Languages: Proficiency in English, both written and spoken, is required.

Your abilities

- Demonstrated strategic mindset and strong communication skills, with a positive and proactive attitude.
- Sensitivity to and respect for cultural differences, and the ability to work effectively in a multicultural environment.
- Capacity to manage and support teams both in-person and remotely, adapting to diverse working styles.
- Proven track record in licensing, with attention to detail and the ability to see the bigger picture.
- Strong interpersonal skills with the ability to influence others in a positive and effective manner,
- Strong negotiation and closing skills.

About Our Company

Based in Liège, Belgium, Hyloris is an early-stage innovative specialty pharmaceutical company focused on adding value to the healthcare system by reformulating well-known pharmaceuticals. Hyloris develops proprietary products it believes offer significant advantages compared to currently available alternatives, with the aim to address the underserved medical needs of patients, hospitals, physicians, payors and other stakeholders in the healthcare system.

Hyloris has a robust management team with a success track record from many years in the pharmaceutical industry. We have a full operational structure with departments for Business Development, R&D, Regulatory, Medical Affairs and Licensing.

Hyloris is listed on Euronext Brussels.

Our values

Our talented staff work in accordance with our company values:

- We are proud of our entrepreneurial culture.
- We foster open communication, mutual respect, professionalism, and efficient decision-making.
- We believe that our multicultural organisation is an important competitive advantage.
- We believe that timely and well considered decisions as a response to emerging opportunities and ideas is the key to our success.



- We believe that the success of the company lies in the competence, dedication and motivation of each of our employees.
- We believe that freedom returns flexibility and empowerment returns commitment.

About Our Business Development Department

Our Business Development department consist of 8 employees, working in our Belgian office, in Europe and from the US. We work on a unique pipeline of more than 15 value added products and are focused on rolling these out globally.

For more information about our company, please visit www.hyloris.com. Motivational letter and CV can be sent to peter.mertens@hyloris.com