



TREATMENT DECISIONS WITH GREATER CONFIDENCE™

Business Director, Pharma Partnerships

Role Overview

We are looking for a Business Director, Pharma Partnerships, to drive and expand Biovica's collaborations with pharma, biotech, and CRO partners globally. This senior role combines business development, scientific expertise, and strategic partnership leadership within oncology drug development.

Key Responsibilities/ What you will do

- Develop and execute global pharma partnership strategy
- Identify, engage, and close strategic collaborations
- Drive adoption of TKa biomarker services and RUO kits
- Lead negotiations (MSAs, SOWs, collaboration agreements)
- Support fee-for-service and CDx/monitoring partnerships
- Work closely with R&D, clinical, regulatory, and commercial teams

Who we are looking for

We are looking for a senior, scientifically credible business leader to build and scale long-term pharma partnerships in oncology. You combine deep biomarker and drug development expertise with strong commercial execution, thrive in complex, long-cycle collaborations, and take full ownership from first contact to long-term impact. You are relationship-oriented, strategic, and resilient, comfortable navigating long sales cycles and multi-stakeholder decision processes. You take full ownership from first engagement through execution and delivery, while remaining collaborative and structured.

- Advanced degree in Life Sciences (PhD, MD, PharmD, or MSc)
- 8–12+ years' experience in pharma/biotech business development or diagnostics
- Strong understanding of oncology drug development and diagnostic biomarkers
- Proven experience closing complex partnership agreements
- Excellent communication and stakeholder management skills

Location: Remote or office in Europe or the US

Sweden

Dag Hammarskjölds väg 54B
Uppsala Science Park, 752 37 Uppsala

USA

6195 Cornerstone Court E Suite 101
San Diego, CA 92121



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What We Offer

At Biovica, you will play a central role in driving commercial growth through strategic pharma partnerships. You will be responsible for building, structuring, and scaling high-value collaborations with leading global pharma and biotech companies, directly impacting revenue and long-term business development.

This role offers strong strategic influence, high visibility, and real ownership. You will operate in a focused, international team with short decision paths, where your expertise directly translates into clinical and commercial impact.

If you are motivated by building long-term partnerships, working with cutting-edge science, and turning innovation into real-world value, Biovica offers a unique opportunity to make a meaningful difference.

Apply

Submit your application and CV to: [Do you want to work with us? - Biovica International AB](#) or to hr@biovica.com

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