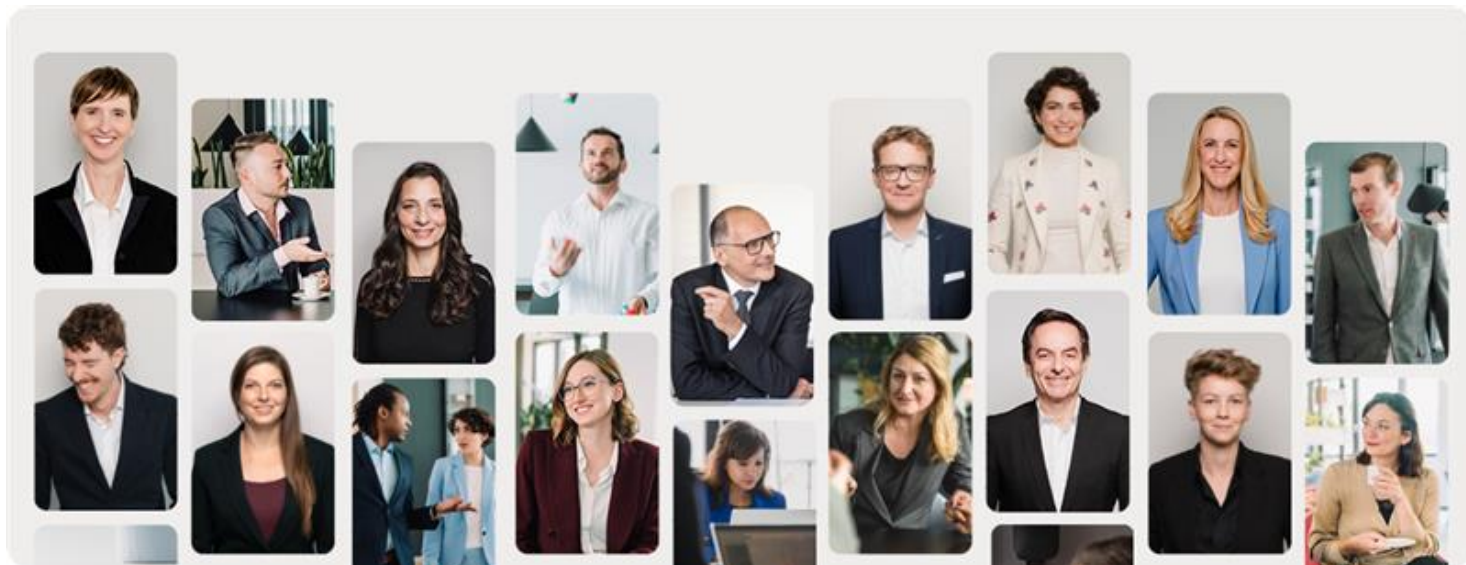


AOP Health is the European pioneer for integrated therapies for rare diseases and in critical care. To enhance our team in Vienna we are looking for a:

Senior Manager Business Development - Early Stage (f/m/d)

1190 Vienna | Full-time employee | Start: as of now |



In this key role, you will act as the primary interface between R&D and Business Development, identifying, assessing, and advancing early-stage external assets that align with AOP Health's strategy in rare diseases and critical care. You will partner closely with R&D — from scouting and scientific triage through to business case development, financial due diligence, and transaction readiness — translating scientific innovation into business opportunities.

What Your Day To Day Will Look Like

- Partner closely with R&D to scout early-stage innovation across academia, biotech, and venture networks
- Engage in early scientific discussions to assess strategic fit and feasibility within the company's development framework.
- Maintain visibility of relevant early pipelines, new modalities, and enabling technologies.
- Contribute to defining search areas and innovation priorities, ensuring alignment with R&D leadership.
- Lead structured assessment of external assets from scientific concept through investment case.
- Translate scientific rationales and early data packages into quantitative commercial business models.
- Develop and own the integrated Business Case for prioritized opportunities, incorporating clinical, regulatory, market, and financial perspectives.
- Engage cross-functional experts (R&D, Commercial, Medical, Finance) to challenge and refine assumptions.
- Serve as process owner for the internal assessment of early-stage

Main Benefits

-  Bonus
-  Homeoffice
-  Flexible working hours
-  Initial and continuing education
-  Canteen
-  Good transport connection
-  Employee events
-  Meal allowance
-  Company doctor
-  Parking spot
-  Healthmeasures

opportunities, coordinating contributions from scientific and business functions.

- Oversee governance processes, ensuring timely and well-documented decision-making throughout evaluation and diligence stages.
- Support the Business Development Team Lead in negotiations, due diligence, and term sheet development
- Ensure analytical consistency, traceability, and clarity across all Business Development deliverables.
- Act as the key Business Development liaison for R&D in external innovation activities.
- Facilitate the seamless transition of opportunities from scientific triage to business diligence.
- Support the development of valuation models, commercial assessments, and strategic recommendations for presentation to senior leadership.

Your Qualifications and Experience

- Bachelor's degree in Life Sciences, Pharmaceutical Sciences, or a related discipline required; an advanced degree (PhD and/or MBA) strongly preferred.
- Minimum 5 years of experience in Search & Evaluation, R&D, or Business Development within the pharmaceutical or biotech industry.
- Demonstrated expertise in scouting new business opportunities with multiple tools at every stage of development with focus on early-stage assets.
- Deep understanding of drug development processes, from discovery through clinical proof-of-concept.
- Scientific and/or business familiarity with key therapeutic areas including Oncology/Hematology, Rare Diseases, Respiratory, and Cardiovascular/Metabolic Disorders.
- Strong analytical acumen with proficiency in financial modeling, data interpretation, and market forecasting.
- Exceptional communication and presentation skills, with experience engaging senior stakeholders

Our Offer

- An open corporate culture with the opportunity to contribute your own ideas
- Working independently in a collegial and committed team
- Modern working environment with good public transport connections (U4 - Heiligenstadt)
- Flexible working hours (flexitime/time-out days), bonus scheme, additional benefits and employee events
- Structured onboarding and support through a buddy system
- Due to legal requirements, we are obliged to disclose the collective agreement minimum salary, which is EUR 77,644 gross per year, based on full-time employment. However, our actual remuneration packages are market-oriented and aligned with your qualifications and professional experience.

If you would like to work as a team player in an international environment and can identify with our values "Agile, Ambitious, Aligned, Accountable and Appreciative", then: Take this CHANCE and

Your Contact



Angelika Drabek
Manager Talent Acquisition

Further information on our website:
aop-health.com