



DIRECTOR, ALLIANCE MANAGEMENT

Status: Full Time, Employee
Location: Miramar, Florida - USA
Work Status: Will *not* consider sponsorship for work authorization
Job Number: 2010-412

Summary:

The Director of Alliance Management is responsible for proactively managing the business partner relationships at Aveva. This position will be the "Face of the Organization", and will be responsible for developing a plan to build, resource, and oversee an Alliance Management group that can support the needs of internal and external customers.

Essential Job Functions: *This is not intended as a comprehensive list; it is intended to provide a representative summary of the major duties and responsibilities. Incumbent(s) may not be required to perform all duties listed, and, may be required to perform additional, position-specific tasks.*

- Responsible as the main point of contact for communication information between Aveva and its partners.
- Provide routine updates to Business Development & Senior Management as required to ensure that all stakeholders are provided with the proper information in a timely manner.
- Identify opportunities for Business Development to more effectively manage product revenue streams to meet corporate objectives, as well as identify new business opportunities.
- Ensure that both business parties are performing and upholding their obligations as defined in Agreements (i.e., Forecasting, Payments, Milestones, Reports Management, Quality and Performance).
- Work with partners to develop and maintain a 12-month rolling forecast inclusive of Forecasted Sales Units & Dollars, Profit Share and Budget.
- This person will be responsible for trafficking Letters of Credit and Customer Complaints within ADS.

Required Knowledge and Skills:

An individual must be able to perform each essential duty satisfactorily.

Knowledge of:

- Must possess superior Customer Service skills
- Proficient in Powerpoint and Excel and other Microsoft Office Systems.
- Experience in Project Management, and supporting computer systems.

Physical Requirements and Working Conditions:

Incumbents in this job classification are subject to extended periods of sitting, standing and walking, vision to monitor, moderate noise levels and occasional business travel. Work is performed in an office environment, and requires occasional traveling both domestic, and international.

Minimum Qualifications:

Bachelors degree (B.A. or B.S.) from an accredited college or university with major coursework in business administration, accounting, sales, marketing, computer sciences or similar vocations; and eight to ten years experience in the pharmaceutical industry specializing in business development, sales or marketing, including at least three years experience at a management level. In addition, the candidate must also have two to four years experience in Alliance Management.

For consideration, submit resume to: careers@avevadds.com.

No phone calls please.

AVEVA Drug Delivery Systems, Inc. is an Equal Opportunity Employer