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Spangsberg, Henrik**

Fra LinkedIn 2015, connections: 500+

Head of Business Development at 2care4
ApS
Southern Region, South Jutland, Denmark
Pharmaceuticals



Summary

Business development executive with more than 10 years of experience with in the pharmaceutical industry.

I have strong abilities and competences to work in high growth companies. Thrive in building up new organizations, business units and/or business areas. Always with a focus on profitable growth.

Great experience in international sales and supplier relationships with in depth knowledge about the Nordic pharmaceutical markets (Denmark, Sweden and Norway) and Extensive network with in both parallel import and generics across the whole World

Experience

Head of Business Development

2care4 ApS

October 2010 – Present (4 years 4 months)Esbjerg Area, Denmark

Business Development Manager

2Care4 Aps

July 2009 – October 2010 (1 year 4 months)Esbjerg Area, Denmark

Hired as the 12th (and first academic) employee in the company with a “Blank” job description with only objective to create growth

Started from A to Z involved not only Business Development however also development of purchasing, sales and logistics functions and areas.

Business Development Manager

Orifarm Generics A/S

January 2009 – June 2009 (6 months)

Product management

* Licensing in new products to pipeline for various segments (OTC, Hospital and Rx)

* Negotiations with suppliers from EU, Asia, India and North America

Strategic work

* Setting and achieving objectives for the business unit/department

Risk management

* Patent searches and evaluations prior to agreement and launch of products

Ad - hoc projects

* Involvement in various internal projects (both as project leader and participant)(Open)

Business Developer

Orifarm Generics

January 2006 – January 2009 (3 years 1 month)

Handling these assignments in this position:

New product management

- * Inlicensing of product pipeline for various segments
- * Negotiations with suppliers from EU, India and North America
- * Setting and achieving objectives for the business unit

Risk management

- * Patent searches and evaluations prior to launch of products

Ad - hoc projects

- * Involvement in various internal projects (both as project leader and participant)
E.g. start up in new country, improvements of internal processes, etc.

Market Analyst

Carefarm

August 2004 – January 2006 (1 year 6 months)

I was handling the following assignments:

Market analysis

- * Making larger analyses for the management
- * Product calculations for Generic products
- * Sales forecasting
- * Patent searches

New business development

- * Making and presenting large analysis of new business opportunities to the management (e.g. new business areas, countries or products)
- * Participation in project work with regards to implementation of new business areas (both as project leader and participant)

Languages

- English, Full professional proficiency
- German, Limited working proficiency
- Swedish, Professional working proficiency
- Norwegian, Professional working proficiency

Education

University of Southern Denmark

MSc, International Business Development

2002 – 2004

University of Southern Denmark

HA, almen

1998 – 2001

Esbjerg Handelsskole

Organizations

Additional Organizations

- Håndbold