

Job Description

Job Title	Business Steering Group Lead – Cell Culture
Job Holder	TBD
Reports To	VP Enterprise Business Planning (VP-EBP)
Location	Any of the FDB sites
Date	February 2020
Grade	G36

Job Purpose

These are truly exciting times for Fujifilm Diosynth Biotechnologies. Expectations for the growth of FDB by our owners, FUJIFILM Corporation and Mitsubishi Corporation remain high and we continue to deliver on these expectations. With our continued successes come an increasing appetite for further investment in our people, facilities and technology to help accelerate growth in order to meet the increasing demands of the Market and drive towards the BioCDMO target of reaching \$1Bn revenue by the end of FY2021.

In order to ensure that strategies for growth across our various service offerings are clearly defined and communicated, the Executive Leadership Team, via the VP Enterprise Business Planning will be establishing a number of Business Steering Groups (BSGs) that will oversee the strategic direction of our core business domains globally, as One FDB. At present they are: Cell Culture, Microbial, Viral Gene Therapy, Laboratory Process Characterization and Analytical Services, Drug Product and Assembly Label and Pack, SymphonX. More BSGs may be developed as the company grows.

Dimensions

Site Numbers	2000
No of staff reporting to individual	None
Forward work plan	Up to 12 months

Principal Accountabilities

The focus of the BSGs will be to forecast the anticipated demands of the market and our client portfolio, to develop business growth strategy and ensure that we make wise investments today to ensure success for our future. Under guidance of the VP, EBP, working in conjunction with the Strategic Business Development (SBD) and leading a core team of functional specialists, the Business Steering Group Lead will coordinate development of the service offering and strategy and will be responsible for developing the business plan to meet the MTP

and LTP targets. They will provide complete, periodic, situational analyses for the service offering including KPI achievement, financial performance, asset status and occupancy along with market trends, customer trends, technology and competitor trends. Working with SBD they will influence changes to business activities, strategic growth options, including organic and inorganic growth options, specific sales activity, and specific marketing activity based on their knowledge and data collected for each BSG. Each BSG Lead is responsible for managing and influencing key senior stakeholders, in particular VP, EBP, site Senior Leadership Teams (SLT's.) Finally, working closely with the VP Global Business Change (VP GBC), the BSGs will track the implementation of any projects that are sanctioned by the ELT to meet the growth plans for a specific business area, to ensure commercial activities are aligned.

- Responsible (with the ELT being accountable) for the development of the growth strategy for each BSG
- Develop a charter and governance process for each BSG in agreement with VP-EBP and key stakeholders
- Responsible for the implementation of and lead on the continual execution of BSG meetings & processes
- Work with nominated SBD Lead to assemble and present market and situational analysis data to support the development of the business strategy.
- Establish and maintain BSG data and associated processes in collaboration with CBO, VP EBP and VP SBD.
- Track, collate and report operational and financial performance data for the BSG at an agreed interval.
- Manage and influencing key stakeholders to ensure the establishment and success of the BSG process
- In conjunction with the VP Global Marketing develop the BSG communication plans
- Maintain a process of collating and sharing BSG data and plans for the preparation of the consolidated FDB Business growth plan
- Track strategic projects sanctioned for the BSG, to enable product or service launch working with the global marketing team
- Any other duties commensurate with the role

Competencies

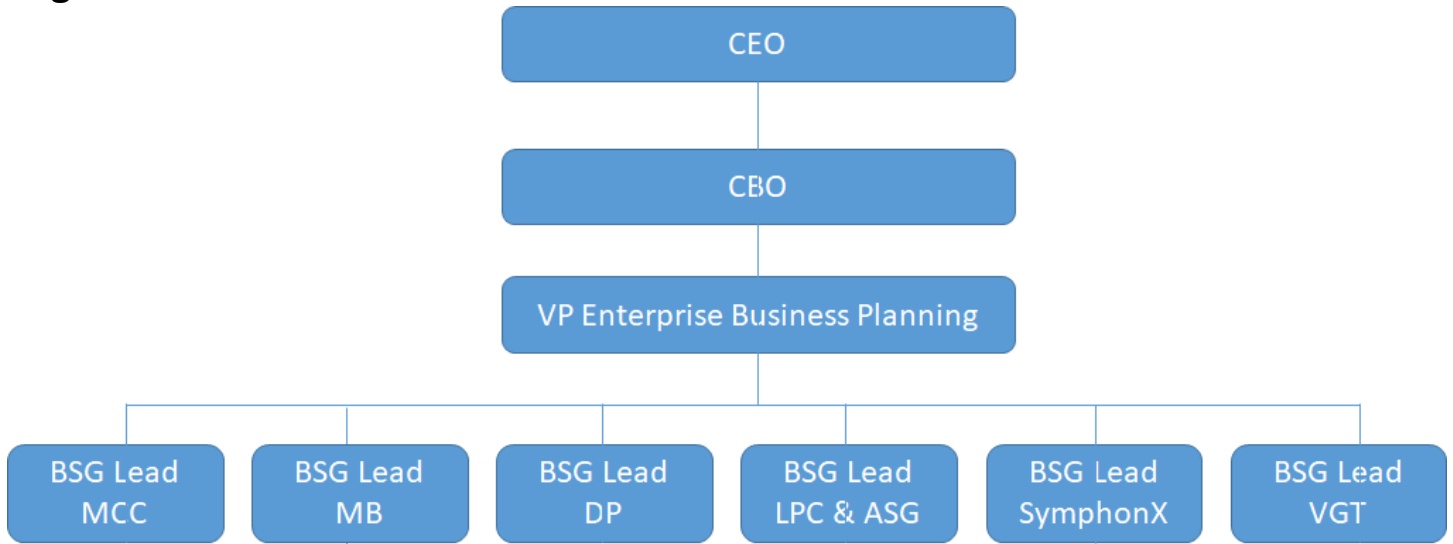
Level: Senior Manager

Assessed: Business Standards & Integrity, Customer Focus, Planning, Relationship Building, Analytical Thinking, and Process Management

Special Features

- Essential experience: Educated to degree level or equivalent with 8 years of industry experience with at least 3 years in relevant technology and application and ideally 2 years + working within FDB
- Proven track record of excellent Stakeholder Management
- Familiarity with the FDB global organization
- Proven ability to develop and manage processes with an “eye for detail”
- Proven presentation skills
- Able to build and maintain effective and credible relationships with key stakeholders and across all areas of the business.
- Customer centricity and strong alignment to FDB core values essential

Organization Chart



Job Holders signature:

Date:

Managers signature:

Date: