

## CHIEF OPERATING OFFICER

Office based  
Kaunas/Vilnius

### **Role overview**

The Chief Operating Officer (COO) is responsible for management day-to-day activities and operation of the business. The COO reports directly to the Chief Executive Officer (CEO). The person for this position requires outstanding managerial, communication and negotiation skills, as well as good time management proficiency.

### **Core responsibilities:**

- Collaborate with the CEO to redefine and implement the strategic plan while ensuring that the budget, staff and priorities are aligned company's core goals;
- Provide inspirational leadership and direction to all executives, and ensure the continued development and management of a professional and efficient organization;
- Establish effective decision-making processes that will enable the organization to achieve its long- and short-term goals and objectives;
- Determine the strategic direction for operations through the development and regular monitoring of a strategic plan;
- Ensure that the business operates at the strategically accepted revenue growth and profitability level;
- Set and assign operational goals for all departments from time to time to realize the annual targets and reward each department as a team after the targets are achieved;
- Ensure that a proper organizational structure is in place for operations, management and finance as laid out in the approved Business Plan/Strategy;
- Be aware of market trends regarding competition, products and customer requirements and act as required;
- Working with the Chief Financial Officer, manage and oversee all financial and business planning activities;
- Support and advise the CEO in decision making.

### **Qualifications and experience:**

- Minimum master degree in medicine, pharmacy or life sciences;
- Minimum 20 years of managerial experience in a pharmaceutical environment;
- Excellent oral and written English communication skills;
- Good oral and written Russian communication skills would be an advantage;
- Excellent in organizational management with the ability to coach senior-level staff, to manage and develop high-performance teams;
- Analytical and decision making with the ability to prioritize and communicate to staff key objectives and tactics necessary to achieve organizational goals;
- Strong written and verbal communication skills; a persuasive and passionate communicator with excellent public speaking skills;

- Action-oriented, flexible, and innovative approach to operational management;
- Passion, positive attitude, mission-driven, and self-directed.

If you have any questions or would like to find out more about the position, please, contact us by e-mail [personalas@biomapas.eu](mailto:personalas@biomapas.eu) or call directly to HR team +370 37 366307