



MorphoSys is dedicated to become a fully integrated biopharmaceutical company. Our business strategy brings more value for patients, investors and partners.

MorphoSys' mission is to make exceptional, innovative biopharmaceuticals to improve the lives of patients suffering from serious diseases. Innovative technologies and smart development strategies are central to our approach. Success is created by our people, who focus on excellence in all they do, collaborate closely across disciplines. We all are driven by a desire to make the medicines of tomorrow a reality. Guided by mutual respect and trust, each member of the MorphoSys team is given the opportunity to develop and flourish within this exciting and inspiring environment. Join us in Planegg near Munich!

We are looking for an experienced Senior Commercial Controller, ideally with experience in affiliate management and management of commercial partnerships.

**We would like to fill the following vacancy as soon as possible:**

## Senior Commercial & Partnering Controller (gn)

### Your Responsibilities:

- Business partner of the commercial department and US Affiliate, working together to drive product profitability
- Key responsibilities include:
  - Forecasting (sales and OPEX) with US affiliate
  - Revenue reporting
  - Analysis of key revenue performance metrics
  - Fulfillment of ad hoc analytics requests and collaboration with management and US Affiliate to make recommendations and create action plans
- Continuously improve and evolve Revenues and Gross Margin insights garnered through financial results and KPIs with goal of influencing / impacting business in positive manner
- Develop and utilize financial revenue modeling, scenario analysis, and opportunity sizing to help the business realize its ambitious growth strategy
- Conduct the monthly closing process for commercial activities ensuring that issues are solved in time
- Lead projects to improve processes and efficiencies between HQ and US Affiliate
- Ensure proper execution and documentation of internal and SOX controls for the applicable processes
- Interface with Accounting team and Commercial on sales accounting related matters (incl. intercompany recharges and transfer pricing)

### Your Requirements:

- Significant work experience (ideally at least five years) in pharma or biotech commercial controlling, ideally with partnership controlling
- Good working knowledge of IFRS reporting, as well as the Sarbanes-Oxley Act and its requirements
- Expert in Excel and able to execute financial modelling as well as PowerPoint to be able to present results
- Knowledge / experience with SAP, Tagetik and Commercial System (Veeva) would be beneficial
- Experienced in data gathering and problem solving
- Strong analytical and organizational skills
- High degree of flexibility, assertiveness and a critical mindset
- Excellent communication skills in German and English, both written and oral
- Teamplayer

### We offer:

- Creative working in X-functional teams
- Open and appreciative corporate culture
- Multicultural environment
- Working in an attractive, high-quality equipped building with restaurant
- Free sports and language courses

Thank you for your interest! We are looking forward to receiving your pertinent application documents. For your application please use exclusively our career portal [www.morphosys.com/careers/job-opportunities](http://www.morphosys.com/careers/job-opportunities). We offer not only excellent career prospects, but also support you from the very beginning - even helping you move if necessary.