Specialised Master in Biopharmaceutical Management
Objectives of the Programme

The purpose of the Specialised Master in Biopharmaceutical Management is to train doctors, pharmacists, biotech and IT engineers, PhDs in life sciences but also managers, lawyers and professionals who are passionate about the sector, in the key disciplines of pharmaceutical, biotechnology, medical device and healthcare data management.

Closely linked through partnerships with first-class international players in the healthcare industries, the programme offers a full-time, high-level operational and professional training.

Companies Recruiting

Internships & Jobs

- Abbvie
- Actelion Pharmaceuticals
- AEC Partners
- Air Liquide Santé
- Allergan
- Alsace BioValley
- Amgen
- AstraZeneca
- BCG
- Crédit Agricole Private Equity
- Dassault Systèmes
- Edmond de Rothschild
- GSK
- IBM
- IMS
- Ipsen Group
- Janssen
- L3S Partnership
- Medtronic
- Menarini
- MSD
- L’Oréal
- Novartis
- Omnes Capital
- Pfižer
- Roche SAS
- Sanofi
- SKP
- Takeda
- Teva
- VivaSanté
- Zebra Santé
- etc.

Graduate Journeys

DRIES HENS - Class of 2014
Medical Doctor, Leuven University, Belgium
Co-Founder & Chief Business Officer, LynxCare Clinical Informatics, Brussels

YANE YANE CHENG - Class of 2014
Engineer, Ecole Centrale de Marseille
HealthCare Analyst, Boston Consulting Group

EMILIE CHRIV - Class of 2014
Faculty of Pharmacy, Lyon I University
Senior Market Access Analyst, GfK, London

EMMANUELLE COUTANCEAU - Class of 2007
Doctor in Microbiology, Paris VII University
Investment Director, Novo Seeds, Copenhagen

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- etc.
Professional Immersion & Internship

With a minimum of 4 months, the traineeship period aims to put learning outcomes into practice, and to provide precise answers to operational or strategic projects within companies. Exposure to professional life prepares students for a full-time job after graduation from the Specialised Master in Biopharmaceutical Management. Many companies perceive the internship as a period of observation prior to recruitment.

Curriculum

Classes are taught by both faculty from ESCP Europe and successful professionals from the major biopharmaceutical firms. The programme offers 3 specialisations:

- International Pharmaceutical Marketing Management
- Biotechnology, Finance & Venture Capital
- Consulting, Big Tech & Data Management

A combination of theory classes and of live practical cases:

- Marketing Management
- Strategy and Prospective per sector
- Entrepreneurship and Innovation in the Health Sector
- Market access, Global Pricing
- Pharmaceutical Marketing
- Data Analysis
- Medical Devices
- Management, Audit and Performance
- Web Marketing
- Business Development

Professional Thesis

The thesis is an applied research project within an academic framework. Students defend their thesis in front of a jury composed of experts and professionals. They have to structure their thoughts by exploring a business problem and exposing it using solid and precise arguments. The professional thesis represents one of the highlights of the Specialised Master and accounts for 30 (out of 75) ECTS credits.
Career opportunities

Graduates work in positions such as: Digital Marketing Product Manager, Lobbyist, Research Analyst, Account Manager, Consultant, Business Analyst, Asset Manager, Market Research Manager, Medical Science Liaison, Client Advisor, etc.

International seminar

The International seminar - mixing company visits, meetings with highflyer experts, testimonials and lectures - enables students to meet a number of leading economic players, incubators, academic institutions and research centres, consultants, lobbyists, and international organisations.

After previous seminars in Shanghai and Boston, chosen for the economic development and weight of the regions in healthcare, Singapore was chosen in 2018 given its government’s policy and strong support in the fields of entrepreneurship, biotechnology and venture capital.
**Class of 2019 background**

- 12% Engineers
- 18% Others*
- 10% Ph.D.s
- 56% Pharmacists

Doctors, dentists and veterinarians

*Master degrees in Life sciences and Healthcare

**61% women**  **39% men**  **36% international students**

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**Scientific Director**

**Frédéric Jallat**  
Professor – Marketing Department.  
PhD & Research Director (HDR)  
Doctoral Programme – ESSEC & Aix-Marseille III University.  
ITP - New York University.

**Research areas:**  
Stakeholder Management, Pricing, Disruptive Strategies, Geo-Economy, International Business.

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**How to apply**

1. Online application
2. TOEFL, TOEIC or IELTS scores
3. Personal interview if eligible

**TUITION FEES:** € 19,200

Housing and transportation are not included.

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**Informations**  
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Specialised Master® in Biopharmaceutical Management

DESIGNING TOMORROW

ESCP Europe is among the 1% of business schools worldwide to be triple-accredited.

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