



**SHARON FINCH**

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Sharon is the founder and CEO of Medius Associates, one of the first dedicated business development consultancy companies, which commenced operations in 1994. Sharon has worked in business development for her entire career since joining the industry bringing more than 30 years proven experience to her role. With a comprehensive knowledge of business development and licensing in the pharmaceutical industry, she has extensive experience of identifying, creating, implementing and directing international business opportunities. Sharon also has experience of negotiating and drafting a wide range of agreements with both global and national pharmaceutical companies. In the last 12 months, Sharon has worked on three major client deals.

Sharon's previous industry experience included business development appointments in the Wellcome Foundation Ltd [Wellcome Research and Wellcome Diagnostics], at Medeva plc and Ono Pharmaceutical Co. Ltd. As a leading authority on Partnering and Business Development, Sharon is a frequent speaker at international licensing conferences. She is also the main author of reports on Business Development and on Financial Terms and Royalty Rates in Pharma Deals. She is the Editor of the Business Development and Licensing Journal of the Pharmaceutical Licensing Groups as well as a member of the Editorial Board for the Journal of Commercial Biotechnology.

Sharon has a BSc in Chemistry and Administration and studied for an MA in Business Law. Sharon is the past Non Executive Chairman of the Pharmaceutical Licensing Group UK, a past President of the European PLG Council and a member of the LES Healthcare Committee in the UK. In addition, Sharon is the Course Director for the MSc in Pharmaceutical Business Development and Licensing, which is run by Manchester University.