



Sharon Finch is the CEO of Medius Training and has more than 30 years proven experience in international pharmaceutical business development both in industry and as a consultant. With a comprehensive knowledge of business development and licensing, she has extensive hands on experience of identifying, creating, implementing and directing healthcare business opportunities. Sharon also has experience of negotiating and drafting a wide range of agreements with both global and national pharmaceutical and diagnostic companies.

As a leading authority on Business Development, Sharon has spoken at numerous international licensing conferences and run workshops and training courses in business development. She is also one of the authors of the report on Financial Terms and Royalty Rates in Pharma Deals.

Sharon's previous industry experience included business development appointments within the Wellcome Foundation Ltd (including Wellcome Research and Wellcome Diagnostics); at Medeva plc and Ono Pharmaceutical Co. Ltd. Sharon has a BSc in Chemistry and Administration, studied for an MA in Business Law and holds a Postgraduate Certificate in Education.

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. 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. In addition, Sharon is the Course Director for the MSc in Pharmaceutical Business Development and Licensing which is run by Manchester University.

Sharon is the founder of the Medius group of companies which includes Medius Associates and Medius Publications. The former company provides a comprehensive range of business development consulting services including strategy analysis, partnering and licensing, product acquisition, contract negotiation and drafting, benchmarking and market intelligence