



# TANSU OKTAR

## CONTACT

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## FOCUS AREAS

Deal Making  
North Africa  
GCC  
Eastern Europe

## LOCATION

Riyadh

Tansu has over fifteen years of experience in global business development, specializing in forming strategic alliances and executing deals in 85 countries, with a particular focus on regions outside Europe and the US. He has a unique ability to bridge the gap between global biopharma companies and local players, aligning their differing needs and capabilities to create sustainable and mutually beneficial partnerships. His expertise spans the entire commercial value chain—from regulatory approvals and manufacturing to distribution and government tenders, particularly in the Middle East.

With a deep understanding of commercial dynamics, Tansu seamlessly integrates global strategy with local execution. He has successfully launched numerous products in complex, highly regulated markets, ensuring compliance while driving commercial success. His extensive experience in managing government tenders and working with key stakeholders across the Middle East has unlocked significant opportunities for multinational companies. Tansu's sharp commercial acumen, coupled with his ability to lead cross-functional teams, consistently delivers high-quality results, aligning efforts to meet strategic goals. His cross-cultural competence and deep relationships within the biopharma sector and beyond allow him to effectively facilitate high-value deals across a diverse range of industries.

A key asset in any business environment, Tansu is known for his ethical approach to business development. His honesty, integrity, and commitment to building trust-based partnerships are at the core of his success. These qualities have earned him a trusted personal network of key stakeholders, which he can activate with ease to support strategic initiatives. His passion for music and instrument playing has given him an innate ability to harmonize multiple perspectives and bring creative solutions to deal-making. This unique trait allows him to navigate complex negotiations by blending different viewpoints, ensuring balanced and sustainable outcomes for all parties involved. Tansu's approach is not only driven by results but also by his deep belief in building long-term value through ethical practices and strong relationships.