

Position: Manager, Business Development

Reports to: Senior Vice President of Business Development, Program & Alliance Management

Responsibilities Overview:

Contribute to the evaluation and execution of new business opportunities including asset acquisitions, product in-licensing, and co-development opportunities as well as other strategic opportunities; build financial models and compile key business and marketing insights from various resources into coherent arguments to drive strategy, collaborative partnerships and/or licensing agreements that will maximize the opportunities and value of the Company.

Tasks and Responsibilities:

- Assist in the search and evaluation of new business opportunities, including in/out licensing projects, collaborative R&D agreements, joint ventures and mergers and acquisitions.
- Identify market trends, strategic opportunities and business development leads as well as identification of products for future development.
- Review forecasts / budgets and pricing.
- Review and provide feedback on quantitative analyses (including pro-forma financial modeling, valuation, accretion/dilution, IRR/NPV, etc) on new product and acquisition opportunities.
- Assist in market opportunity assessment analysis and business plan development for business opportunities.
- Provide market segment analysis to refine targeting, positioning, and messaging strategy backed with financial modeling and return on investment analysis.
- Monitor competitive developments and establish new sources of competitive intelligence.
- Assist to Manage deal negotiations, contract development, due diligence and other business/alliance expansion projects.
- Assist in the development of the Company's business and technology presentations for licensing partners, customers and investors. Participate in partnering conferences.
- Any other responsibilities that may be assigned from time to time

Preferred educational background and skill required:

- Bachelor's/Master's Degree with emphasis on Business Management, Finance, Pharmaceutical Sciences or related field, and 2-3 years related experience preferred.
- Experience/involvement with building financial and business models to support corporate partnerships and licensing collaborations.
- Practical knowledge of the dynamics of building successful partnerships and an ability to work within a smaller entrepreneurial environment.
- Ability to research and summarize business data such as competitors, comparable deal structures, SEC filings, etc.
- Solid experience in problem solving and analytical thinking are of major importance.
- Excellent communication skills, both written and oral
- Accountability – self-motivated, results oriented team player who holds him or herself accountable for performance and takes ownership of his/her work.
- Understanding of drug development.
- Passionate about business results, with a strong sense of accountability, metrics, and integrity