

Interested Parties should contact:
Keith Ryan kryan@geneousbiomedical.com
508 359 4120



Position: Director / Senior Director Business & Corporate Development
Location: Boston area or remotely based

The Opportunity

Our client is a venture-backed, rapid testing company in women's and family health with our first applications are in the area of sexually transmitted infections (STI). Their R&D headquarters are in Bath, England and their Commercial headquarters will be the Boston area.

The **Director of Business and Corporate Development** reports directly to the Chief Operating Officer and CFO and is responsible for supporting and contributing to the overall business strategy and the sourcing, analysis and execution of new business/corporate development initiatives. This role will have a significant presence in the marketplace through conference and symposia attendance, client meetings, and speaking engagements.

This position is responsible for staying abreast of the Company's competitive landscape and keeping track of emerging companies and technologies affecting our business strategy while critically thinking through and strategically acting on how best to position their products and services in the marketplace. Finally, the Director of Business and Corporate Development must have a strategic vision and be adept at detecting and developing partnership opportunities.

Responsibilities

- Work with CEO and COO/CFO to define and develop the corporate development and business development (CD/BD) strategy including understanding new diagnostic business models and anticipating market developments, trends and growth indicators across geographies and market segments
- Responsible for identifying opportunities, assessing cost/benefit analysis, risk analysis and presenting opportunities for evaluation based on data and objective information and analysis. Oversees the execution of partnership agreements, alliances and/or joint ventures to ensure that corporate goals are attained
- Develop and exploit a comprehensive knowledge of the clinical point-of-care (POC) and consumer diagnostic markets including understanding how new technologies, big data and bioinformatics may be leveraged
- Develop and maintain high-profile external relationships within our core markets to elevate Company brand awareness and capabilities. Ensure Company is top-of-mind for all key competitors and potential strategic partners.
- Assist in the organization of all CD/BD due diligence and decision-making processes
- Develop and maintain all CD/BD relations with the high-tech and med-tech communities, labs, start-ups and investors
- Prepare and present potential CD/BD initiatives and partnership activities to executive management

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- Evaluate prospective partners to determine research and development fit with Company's competencies so as to maximize the value of core assets
- Develop creative collaborations with partnerships, foundations and advocacy groups

Qualifications

- Bachelor's degree in related field with significant market experience, MBA preferred.
- 10 years of experience with demonstrated success in developing relationships and driving business initiatives
- Experience in diagnostics required, experience within the infection disease point-of-care space preferred. Consumer healthcare CD/BD experience a plus.
- Significant knowledge in all aspects of business development, licensing, financing, mergers & acquisitions, legal, etc.
- Adaptable and demonstrated ability to make decisions in complex environments
- Leaderships, charisma, technical and personal impact and strong ability to influence. Strong interpersonal skills to mobilize internal and external resources to attain goals.
- Strong organizational and project management skills, along with solid decision-making skills
- Strong analytical and interpersonal skills, proven track record of effectively and efficiently driving performance
- Strong ability to build alignment and collaborative working relationships with internal and external customers
- Initiative, sense of urgency, passion, energy to succeed and thrive in fast-paced, entrepreneurial culture
- Demonstrated initiative and creativity
- Strong verbal and written communication skills
- Willingness to travel extensively and globally, as required