

Interested Parties should contact:  
Keith Ryan [kryan@geneousbiomedical.com](mailto:kryan@geneousbiomedical.com)  
508 359 4120



**Position:** Associate / Director, Alliance Management

**Location:** Cambridge, MA

**Summary;**

The Director/Senior Director, Alliance Management will work in cooperation within the Business Development team in supporting the management and optimization of current and anticipated alliances with key partners, including the launch of new alliances to position them for success. The candidate will report to the Chief Technology Officer / VP Business Development.

The successful candidate will have gained a thorough understanding of the research, development and commercialization of new drugs through past experience, and be well grounded in the scientific, development, regulatory and commercial concepts inherent in research and both early and late-stage development programs.

The Director, Alliance Management will work closely within existing BD team to support cross functional teams to prepare for interactions with our partners, and will also be familiar and close enough to details of the programs (internally and at the partner) to be able to deal with the partners on the various day-to-day issues arising from the collaborations (as required). The Director, Alliance Management will drive and/or assist in the review and synthesis of inter-company communications and will develop agendas, manage the partner meetings and document the key discussion points and decisions taken at these meetings. Importantly, the Director, Alliance Management will identify issues as they arise internally, or as a result of partner interactions, and will work with team leadership and other necessary stakeholders to formulate a position/strategy and participate/drive the resolution process.

In conjunction with the above responsibilities, the Director, Alliance Management will be expected to understand and incorporate contractual elements to the discussions. In all cases, the Director, Alliance Management will be able to clearly and concisely communicate (both written and verbally) alliance issues and resolution to those issues to the various internal and partner stakeholders, including Senior Management.

In carrying out the above responsibilities, the Director, Alliance Management will be expected to work closely with a variety of functions, including but not limited to research, development, regulatory, commercial and legal to ensure that the relevant points of view from the key stakeholders are incorporated into all situations and analyses.

In addition to the above responsibilities, the Director, Alliance Management will also support the development of and delivery of the vision for the Alliance Management function.

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### **Minimum Qualifications and Experience**

- MSc, PhD and / or MBA or equivalent experience
- 7-10 years' experience in the pharmaceutical or biotech industries with minimum of 2-3 years first-hand experience in the management of alliances or management of both research and development stage programs
- Project management skills
- Ability to work with a diverse multi-disciplinary group of stakeholders