

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



Position: Vice President, Business Development / Chief Business Officer  
Location: Cambridge, MA

***Our client is a clinical-stage biopharmaceutical company advancing stapled peptides, a novel class of therapeutics for cancers and other diseases. Their goal is to use their proprietary stapled peptide drug platform to create first-in-class therapeutics that may be able to address historically undruggable targets.***

We are working with them to identify an experienced executive for a Vice President of Business Development or Chief Business Officer position. Working with the executive management team, this individual will quickly synthesize and prioritize new Business Development opportunities, then develop, execute, and track strategic partnerships to capitalize on the value of their assets.

#### **Responsibilities**

- Provide strategic and operational leadership for all Business Development activities.
- Identify, evaluate and develop investment and partnership opportunities.
- Respond to, initiate, or follow up on promising leads.
- Identify and engage with key decision makers.
- Initiate, develop and close licensing and partnership discussions.
- Lead the development of optimal or creative deal structures and processes to maximize value.
- Perform all required analysis, due diligence, modeling and simulations in a thoughtful, thorough, accurate, complete and timely manner.
- Negotiate, draft and implement appropriate legal agreements to achieve desired commercial goals.
- Establish, update and monitor activities with budgets and goals. Measure performance against budget and goals.

#### **Qualifications and Experience**

- MBA, preferably with an additional advanced degree in biology / chemistry or related field
- 15+ years of experience in biotech/pharma, or biotech pharma investment banking
- A track record of success with small biotechnology and pharmaceutical companies
- A background in science and an aptitude to quickly understand new science and technology
- A proven record of identifying and capitalizing upon value creation opportunities
- Familiarity with successful collaborations, licensing and partnership deals, including a demonstrated ability to understand terms, and negotiate and close business deals
- Extensive knowledge of industry products, players, and precedent transactions
- Strong analytical and financial modeling capabilities
- Superior oral presentation and written communication skills
- Ability to work collaboratively with a wide variety of internal and external constituencies.

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- Ability to generate and/or champion new high-value ideas
- Energetic, inspirational, insightful, creative and passionate
- Ability to imbue a sense of urgency around decision-making
- Proactive and strategic regarding issues and solutions
- Ability to anticipate and mitigate risk
- Personally accountable, high integrity