

Interested Parties should contact:
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508 359 4120



Position: Vice President, Business Development & Marketing

Location: MA

Our client is a privately held medical device company located in MA, they are fulfilling the promise of implantable drug delivery and disease management systems to transform people's lives and the way healthcare is delivered. Their solutions ensure drug adherence to improve outcomes while providing connectivity to the digital world. We develop proprietary products and partner with global leaders to apply our groundbreaking technologies to broad therapeutic areas.

Their core technology emerged from MIT and has a robust patent portfolio – a unique, microchip-based implant is a self-contained hermetically-sealed drug delivery and sensing device that is easy to implant and remove in a physician's office setting that can store 100's of therapeutic doses over months and years, and release each dose at precise times. The solid-state electronic device can be controlled by the patient and/or clinician via wireless remote or can be programmed to release drug on a pre-determined schedule.

The implant has been clinically-validated in human studies delivering PTH in osteoporosis patients and the most advanced version of the system is fully programmable via wireless communications to adjust dosing by a physician and/or patient.

We are interested in talented individuals that want to join a fast-paced, multi-disciplinary team committed to making this technology available to patients everywhere.

In the news and in development:

In June 2015, they announced a partnership agreement with a major pharmaceutical company under which the companies will explore innovative ways to apply implantable drug delivery technology to their portfolio of products.

In addition, our client has received grants from the Bill & Melinda Gates Foundation. Currently, under development, is a microchip-based contraceptive implant that aims to provide up to 16 years of long acting, reversible contraception for women in developing countries who have limited access to routine medical care and modern contraceptive options.

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Overview of Position:

The Vice President of Business Development and Marketing will report to the CEO and work closely with senior management and senior industry leaders to lead business development and marketing initiatives from product ideation and voice of the customer work to search and analysis through negotiation and closure for partnered projects. You will develop and lead the implementation of the partnering strategy and will lead the evaluation of proprietary opportunities for the company to pursue. In addition, you will be responsible for marketing activities for the company, the primary focus of which is upstream. Additional responsibilities:

- Support creation and execution of strategic plan focused on value creation
- Analyze market trends, customer data and competitive strategy, and identify opportunities for increasing value through product differentiation
- Facilitate business development related competitive intelligence activities
- Create business cases to drive decision-making for partnered and proprietary products.
- Develop models to assess valuation, deal structure, deal terms and negotiation approach
- Track and measure results against strategy and associated initiatives
- Execute on partnering or acquisition projects, from origination to definitive agreement & close
- Lead analysis and due-diligence of partnering and product opportunities
- Prepare and negotiate deal terms and lead negotiations
- Work closely with other key cross-functional areas of the company for partnered and proprietary projects including Finance, Research and Development, Alliance Management, Regulatory and Clinical Affairs, Quality Affairs and Operations
- Manage Director of Marketing and lead marketing activities for the company
- Present to the Board for Directors

Required Qualifications

- 10+ years of medical device/pharmaceutical business development and marketing experience
- MBA preferred; MSc or PhD a plus
- Combination of strong strategic thinking with the ability and desire to perform on tactical plans (strategize and lead, but also execute directly)
- Communicate effectively with partners, customers, patients and investigators to translate their needs into an opportunity
- Solid quantitative and qualitative assessment skills, critical thinking skills, and ability to constructively challenge ideas and assumptions
- Strategic orientation and the ability to help translate ideas into business strategies
- Strong business acumen and knowledge of external healthcare business environment
- Strong leadership skills and the ability to facilitate/manage in a matrix environment
- Experience with technology platform sales across various development stages: pre-clinical, clinical, pre-launch/commercial
- A self-starter, be able to work independently; anticipating and resolving problems, with demonstrated negotiation skills
- Strong presentation and communication skills, as well as proven negotiating and analytical abilities
- Excellent analytical and valuation skills (e.g., pro-forma product P&L modeling, NPV)
- Familiarity with databases (e.g., financial, competitive analyses, incidence & prevalence)