

Job Description

1 Position in the Organization	
Job Title:	Director, Business Development
Department:	Business Development
Manager Job Title:	Vice President Business and Corporate Development
GxP Functions:	<input checked="" type="checkbox"/> None <input type="checkbox"/> All GxP <input type="checkbox"/> GLP <input type="checkbox"/> GCLP <input type="checkbox"/> GCP <input type="checkbox"/> GPvP <input type="checkbox"/> GMP <input type="checkbox"/> GDP
Location:	King of Prussia, PA, USA

2 Description

Reporting to the department head, Nabriiva's Director, Business Development is a critical partner in leading business and corporate development activities. The incumbent will work closely with corporate leadership driving in/out licensing and/or M&A activities, coordinating due diligence of licensing opportunities, product/market financial modeling, preparing in-and out-licensing packages, contract review/negotiation in addition to contributing to corporate strategy development. This is a hands-on role in a very dynamic organization.

- ## 3 Duties and Responsibilities
- Make professional and credible first impressions with internal and external customers and write/present clear, succinct, and convincing presentations at varying levels of detail depending on the project scope and audience.
 - Understand scientific concepts and analyse and synthesize unrelated and sometimes incomplete data to make significant judgments about external and internal business issues and concepts.
 - Contribute to valuing assets, structuring deal terms, and negotiating potential transactions to support business development and corporate development activities including in/out-licensing of the company's product candidates and evaluating M&A activities.
 - Perform in-depth analyses of products, therapeutic areas and companies to support competitive analysis, licensing, and M&A activities.
 - Coordinate with team members in developing financial calculations such as product forecasting, pro-forma product P&L modeling, probability adjusted net present value, internal rate of return, etc.
 - Work with the alliance management function to support the company's existing and future partnerships
 - Apply principles of logic or scientific thinking to a wide range of complex intellectual and practical problems.
 - Other tasks may be assigned based on business needs.

4 Qualifications and Skills

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- Master of Business Administration and/or graduate degree in life sciences preferred.
- 8+ years of experience working for a pharmaceutical/biotech company with a minimum of 5 years working in pharmaceutical business development, licensing, and/or strategic analysis capacities or experience working for a consulting firm or investment bank focused on the pharmaceutical/biotech markets.
- Demonstrated understanding of financial evaluation techniques including forecasting, Pro-forma product P&L modeling.
- Demonstrated experience leading negotiation of in/out-licensing agreements and contracting within a pharmaceutical/biotech.
- Experience using pharmaceutical databases such as IMS is a plus.
- Ability to travel approximately 25-30% of the time.

5 Competencies

- **Customer-centric mindset.** Ability to address issues, communicate, and develop programs, and take on other tasks with a customer/patient focus based on a foundation of ethics, integrity, and quality.
- **Results-driven individual** with strong levels of perseverance, resilience, and resourcefulness; works toward both individual and team goals. Demonstrates personal initiative/self-leadership, self-motivation and the ability to be involved at various levels and willingness to “roll up sleeves” to drive results and outcomes. Ability to adapt quickly and act with urgency.
- **Continuous learner** using critical thinking skills to solve complex business problems and provides innovative, value added solutions, while following standard policies and procedures.
- **Superior organizational/project management skills.** Demonstrated ability to manage multiple assignments/projects, strict timelines, and to identify project interdependencies, resource needs, potential risks/pitfalls and mitigation plans. Focus on attention to detail and accuracy in work.
- **Highly collaborative;** with an ability to see the “big picture” and influence others across businesses, functions, geographies and levels, motivated by collective success. Leads without authority.
- **Communicates effectively:** Communicates clearly and concisely. Ensures messages are aligned to audience and purpose. Seeks and provides meaningful feedback. Trusted advisor.