



<b>Position Title:</b>	Manager, Business Development
<b>Department:</b>	Corporate Affairs
<b>Hiring Manager:</b>	Head of Business Development

**Our vision is a world where science, passion, and compassion create better todays and more tomorrows.**

**Position Overview:**  
**Manager, Business Development**

We are seeking an experienced, highly energetic leader who is committed to strong collaboration while assisting the company in achieving our short and long-term goals of building our rare and niche disease pipeline. The Manager of Business Development will be a strong team player who can focus on conducting market research and analysis in support of in-licensing and M&A activities. This person will have the ability to show acute attention to detail and will not hesitate to dive into background activities when actively supporting project execution and be an effective communicator who is motivated by the opportunity to positively impact and advance an exciting pipeline within an entrepreneurial pharmaceutical company.

**Responsibilities:**

The successful candidate in Business Development will be responsible for

- The commercial and scientific assessment of in-licensing and M&A opportunities
- Conduct primary and deep-dive secondary market research to support in-licensing and M&A opportunities and in-line programs
- Collaboration and elicit feedback across functions as part of diligence processes
- Build complex models to support deal negotiations and internal strategic planning initiatives
- Identification / sourcing of in-licensing and M&A opportunities by means including, but not limited to, remaining abreast of market trends and dynamics, scientific conference attendance (virtually or in person), and partnering conference attendance (virtually or in person)
- Support deal negotiations

**Qualifications:**

- BS/BA in business or science discipline required. Relevant engineering degree preferred.
- Ideal candidate will have at least 1-2 years of experience in strategy consulting, private/public equity investment, investment banking or corporate development
- Superior Excel and PowerPoint skills (knowledge of VBA a plus)
- Broad-based scientific knowledge across human health therapeutic areas; previous experience in allergy/immunology, dermatology, and/or rheumatology preferred
- Superb project management skills; attention to detail, strong organizational and follow-up skills within a matrix environment

- Experience with or ability to build complex quantitative models (including, but not limited to, risk-adjusted cash flow statements, Monte Carlo simulations, decision trees for real options analysis)
- Customer focused: Keeps patients, payers and physicians front and center in daily work and collaborates to solve critical scientific and business challenges
- Ability to adapt to changes in plans/projects/priorities on short notice