

Biotech Company: Director, Alliance Management

Our client is a fast paced, fast growing biotech looking for an Alliance Management professional to be based in their Massachusetts headquarters. Competitive pay, benefits and tremendous room to grow are just some of the things they offer. We are looking for dynamic leaders who want to work in a cutting edge environment and want to create impact in a company working to make a difference. For immediate and confidential consideration, please email a Word version of your resume and note the site you found the description.

Reporting to the Vice President of Strategic Alliances, this newly created position needs to be filled immediately!

The Director will work in cooperation within the existing Alliance Management team in supporting the management and optimization of current alliances with key partners, both for the development and commercialization of the company's products; and with outside partners for any activities resulting from past collaboration. The scope of the activities may expand if the company signs on new collaborators in the future – he / she will be expected to play a role in the proper initiation of such new alliances to ultimately position them for success.

Top Candidate Qualities:

- College degree required; an MBA and/or PhD highly preferred.
- Minimum of 7-10 years of current experience in the pharmaceutical industry with first hand experience in the management of a successful alliance.
- NDA filing experience highly preferred.
- Preferable experience includes an alliance that resulted in the launch of a new product.
- The successful candidate will have gained a thorough understanding of the development and commercialization of new drugs through past experience, and be well grounded in the scientific, development, regulatory and commercial concepts inherent in a late-stage development program.

Job Responsibilities Include:

- The Director will work closely with existing Alliance Management Director to support cross functional teams to prepare for interactions with company partners, and will also be familiar and close enough to details the programs to be able to deal with the partners on the various day-to-day issues arising from the collaborations (as required.)
- He / She will assist in the review and synthesis of inter-company communications and will assist in the development of agendas, managing of the actual partner meetings and documentation of key discussion points and decisions taken at these meetings.
- The Director will identify issues as they arise internally, or as a result of partner interactions, and will work with Alliance Management team members and other necessary stakeholders to formulate a position / strategy, participate / drive the resolution process and, as appropriate, ultimately communicate the resolution to internal teams and partners.
- **In addition to working with the existing Alliance Management team, the Director will work particularly closely with the regulatory, commercial and legal teams. As the company enters the NDA prep and pre-launch phases of the program, it will be**

critical for the Alliance Management team to support key corporate goals by ensuring that all key activities remain on track and that our activities with the partners remain closely coordinated to ensure the successful and timely filing of the product NDA.

- Finally, as necessary, he / she will assist in any potential Business Development activities that may be undertaken from time to time with our existing and future partners.