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## Director of Business Development

### Company Overview

Strand Therapeutics is an early-stage biotechnology company utilizing synthetic biology to genetically program mRNA to deliver truly revolutionary immunotherapies.

Building on the idea of creating smart therapies that are capable of making sophisticated decisions, Strand was started by biological engineers working together at MIT who were seeking to apply the concept of the emerging field of mRNA therapeutics. This collaboration led them to build their own mRNA “programming language,” creating the world’s first platform for mRNA smart therapies.

The founders and scientific advisors of Strand Therapeutics are made up of well-known and highly regarded individuals in both academia and the biotech industry. We are located in the Cambridgeport neighborhood of Cambridge, MA.

### **Become the next standout single *strand*!**

#### Job summary

Strand is looking to build a team that understands the value of working at a start-up. Joining the company now means having vast opportunities to learn and grow including having the exposure to all aspects of building a company. We are looking for people who have the enthusiasm and motivation to be a highly contributing member of a small team. This opportunity will offer the employee the ability to work closely with the founding team, as well as to form close partnerships with team members during the development and formation of the company.

As the Director of Business Development, in collaboration with the COO, CEO, and Head of R&D, you will participate and inform Strand’s business development strategy. You will then be responsible for leading the execution and implementation of various deal types, ranging from academic partnerships and license agreements, to biotech and pharma partnering activities. Responsibilities to include assistance with presentation deck development, negotiating deal terms, and redlining contracts. You will also take ownership of executing CDAs and MTAs, and play a key role in contributing to the internal intellectual property strategy of the company. The individual will report to the Chief Operating Officer of the company, and will need to possess a deep understanding of the day-to-day strategic aspects of a startup biotechnology company, comfort in reading contractual language, and have a well-developed understanding of the immuno-oncology landscape.

Experience in a fast-paced environment and demonstrated ability to drive and manage multiple projects and initiatives will be required for this role.

**Primary Responsibilities:**

- Participate in or lead senior leadership team meetings, to review and update the company's business development strategy. Work with COO to establish concrete action items to implement strategy into actionable BD goals.
- Establishes collaborative relationships and maintains close communication with the senior management team and other key internal stakeholders to ensure alignment on current projects, and crafting of scientific workplans for collaborations.
- Ensure appropriate deal structure, terms, financial models and value creation within the framework of applicable strategies and objectives. Lead negotiations as appropriate for certain transactions.
- Together with the leadership team, continue to drive a differentiated positioning of the company via building and improving company's KOL network, publication strategy, intellectual property strategy, press releases, and media stories.
- Read and redline contracts, working with external counsel. Ensure business objectives are translated into contract. Communicate any contract risks to COO and management team.
- Support or lead completion of CDAs, MTAs, SRAs and other contracts.
- Work closely with scientific and business leadership team, and external counsel to effectively develop the companies IP portfolio.

**Our Ideal Candidate:**

- Minimum of 5+ years of biotechnology or pharmaceutical industry business experience
- PhD or MD required; JD or MBA preferred.
- Track record of significantly participating in strategic collaborations and in-licensing agreements. Demonstrated track record of executed transactions.
- Knowledge of market and competitive environment including deal activity and potential opportunities, particularly in the immuno-oncology space. Ability to track clinical progress of competitive landscape.
- Clear understanding of IP development process.
- Demonstrated ability to build rapport with functional area leaders, externally and internally.
- Ability to identify and prioritize risks across functional areas, weigh those appropriately with benefits of investment, and effectively frame business decisions for senior management.
- Proven ability to "think on your feet" both during negotiations with third parties and during internal discussions of risks and strategy.
- Independent worker who can take strategy goals and work to execute them with little needed oversight.
- Excellent communication and interpersonal skills to effectively convey key recommendations to senior management. Strong presentation skills.
- Ability to work independently, in a fast-paced environment; while demonstrating the ability to collaborate within the team and bring up topics that require team discussion and input.

Strand offers a fast-paced, entrepreneurial, team-focused startup environment. We also offer a top-notch benefits package (health, dental, life, vacation, gym, 401k, and commuter) and work/life integration. Being part of the Strand team allows you to become part of a small team that supports professional development while working together to meet Strand's goals.

*Strand Therapeutics is an equal opportunity employer. We do not discriminate on the basis of race, color, gender, gender identity, sexual orientation, age, religion, national or ethnic origin, disability, protected veteran status or any other basis protected by applicable law. Strand does not accept unsolicited resumes from any source other than directly from candidates.*

Job Type: Full-time

Salary: commensurate with role and experience