



## **Head of Commercial Operations**

### **Ayana Bio**

Ayana Bio leverages plant cell biotechnology to produce bioactive ingredients that support health and wellness. Ayana Bio collaborates with global industry leaders in food & beverages, consumer-packaged goods, brands, supplements, specialized nutrition, animal care, and cosmetics to bring standardized plant and fungal bioactives to market. We provide consumers with confidence in quality and reliability. Ayana Bio has partnered with Ginkgo Bioworks, a synthetic biology platform company that is redesigning the living world to solve some of the globe's growing challenges in health, energy, food, material, and more. Ayana Bio is backed by Viking Global Investors and Cascade Investment to democratize nature's bioactives in a way that is standardized, safe, and sustainably sourced. For more information, visit: [Ayana Bio Launch Press Release](#), and visit us at: [www.ayanabio.com](http://www.ayanabio.com).

### **General Role Description**

This role is an integral part of the early team at Ayana Bio. We are looking for candidates who are driven to help shape Ayana Bio's commercial efforts and excited to support our mission of innovating and commercializing ingredients for consumer nutrition, health and wellness.

This role reports to the CEO. As the Head of Commercial Operations, you will work cross-functionally. You will work with the CEO and CTO to support the execution of partnership strategies and commercial deals, and the Leadership team members (i.e., Head level members) and other stakeholders by managing the support functions essential to business development, manufacturing, sales and partnership productivity. Besides, this role is acting as the alliance manager who understands the overall customer and partnership strategy and advocates for the partner's needs, while working with the Head of Product who ensures that technical development is progressing towards a commercially successful product for our partner. This role also requires collaboration with the Head of Process Development to put in place Ayana Bio's scale-up manufacturing capability via toller identification, or via acquisition, or via build-our-own strategy. You will work with the Leadership team on strategy, tactical execution, account growth, and coordination of our diverse partnerships. Success in this role comes with the ability to effectively leverage the full breadth of Ayana Bio's platform by coordinating with all our constituent teams, including deal transaction, manufacturing, supply chain, regulatory, and commercial.

### **Responsibilities**

- Identify market opportunities and work with consultants and the internal team to research market landscape and craft commercialization strategies for new products and programs
- Work alongside Head of Product and Head of Process Development to plan initial minimum viable products, build out program playbooks, and ultimately identify a path to scale
- Work with partner and client teams to coordinate efforts, optimize requests for the broader team, and develop key product client relationships



- Work with the Leadership team to develop business development (BD) plans, facilitate development of collateral materials, and support BD efforts
- Partner with Ayana Bio's Leadership teams in all stages of technology and product development to conceptualize, build, validate, formulate, and bring Ayana Bio's platforms to market within timeline and budget considerations
- Work with the Head of Process Development to strategize, and negotiate agreements related to manufacturing
- Build relationships with 3<sup>rd</sup> party manufacturing to ensure Ayana Bio's products are scaled timely and within spec
- Navigate regulatory paths for global product launch and ensure that Ayana Bio's products received all necessary certifications timely
- Work with the Leadership team to implement tracking of costs to produce Ayana Bio's ingredients and forecast revenue. You are responsible for presenting accurate and up-to-date P&L of all ingredient accounts
- Present regular updates on commercialization aspects (e.g., customer discovery, customer feedback, commercialization progress, and P&L of ingredient accounts) to the Leadership team members, and company Officers
- Attend at industry conferences as necessary
- Travel as necessary (frequency to travel to Ayana Bio's site in Boston is on an as needed basis, and will be mutually agreed by you and the Leadership team by the third month of your start date)

### **Desired Experience and Capabilities**

The successful applicant will have:

- At least a Bachelor's degree with 10+ years of relevant work experience in partner-facing roles (e.g., business development, management consulting, strategic account management). Level will depend on education and years of experience. An advanced degree, e.g., MBA, finance is preferred
- 5+ years of biology, chemistry, biotechnology, or other scientific experience required (in business or technical role)
- Exceptional communication and organizational skills
- Ability to work effectively with cross-functional teams and mobilize people across the organization
- Experience managing and coordinating small teams (5 to 10 people) for project execution is a plus
- Strong aptitude for cultivating working relationships at all levels of management, both internally and externally
- An interest in learning new topics quickly
- The ability to prioritize and pivot in a fast-paced environment
- Startup experience (preferred)

We also feel that it's important to state the obvious here: Our industry lacks diversity, and that needs to change. Our goal is to help drive that change. Ayana Bio is deeply committed to diversity, equity, and inclusion in all its practices, especially when it comes to growing our team. Our culture promotes inclusion and relishes the opportunity to work with people from all walks of life.



In addition, we are developing a powerful biological engineering platform and must remain mindful of the many ways our technology can – and will – impact people around the world. We care about how our platform is used. Having a diverse team to build our platform gives us the best chance to create something we'll be proud of as it continues to grow. It is critical that we incorporate diverse voices and visions to create a more equitable future of biology.

It is the policy of Ayana Bio to provide equal employment opportunities to all employees and employment applicants.

### **Applying for This Position**

Please send your CV to [careers@ayanabio.com](mailto:careers@ayanabio.com). Write "Head of Commercial Operations" in the subject line. You will receive an application form to fill out if you are selected for an interview. Thank you!