



Senior Director, Business Development

San Diego, CA

We seek a highly talented and motivated Senior Director of Business Development to drive Adcentrx Therapeutics ground-breaking efforts in cancer biotherapeutics drug development. The candidate will join a new team of researchers in San Diego, with the goal of developing novel targeted therapeutics that can make a difference in the life of cancer patients.

The successful candidate will be a results-driven individual with extensive business development experience and a keen understanding of the drug discovery process. They will work in partnership with our internal team to identify and establish external collaborations to complement Adcentrx's own programs.

The candidate will be part of a cross-functional team in a highly collaborative and dynamic research environment working closely on a shared mission.

Responsibilities:

- Participate in the development and execution of corporate business strategy
- Lead company business development efforts from opportunity scouting, due diligence, negotiation, contract execution to partnership management
- Prepare and present business cases based on the market forecasts, valuation, competitive intelligence and other key factors to build strategic proposal and recommendations to the company executive management
- Lead the negotiation and drafting of collaboration agreements in close collaboration with internal teams, including research and development, regulatory, legal, finance and intellectual property
- Monitor competitive intelligence by keeping up to date on market trends, competitor and opportunities

Qualifications:

- Bachelor's degree in life science or related field required, advanced degree in business or life science (MBA or Ph.D.) is preferred
- 8-10+ years of relevant experience working in business development, partnership management or corporate development in biotech / life sciences industry required
- Deep understanding of drug discovery and development process. Proven experience in developing, negotiating and executing business deals for technology development, licensing agreements, partnerships with third parties
- Strong communication and influencing skills, cross-functional team leadership abilities required
- Experience working in startup environments or fast-paced companies in competitive markets highly desirable

Adcentrx Therapeutics is proud to offer a competitive total compensation package as well as a comprehensive benefits program designed to support the lives of our employees and their families. Benefits include medical, vision and dental coverage, 401(k), company paid holidays, and stock options.



Adcentrx Therapeutics is an equal opportunity employer. All qualified applications will receive consideration for employment without regard to race, age, gender identity, sexual orientation, color, religion, sex, marital status, national origin, protected veteran status, disability status, or any other status protected by federal, state, or local law.

To learn more, visit us at <http://www.adcentrx.com>

Please submit resume to info@adcentrx.com referencing the job title.