

Picket – Director, Business Development - Job Description

About the Job:

We are seeking a motivated Director of Business Development to join Picket Pharmaceuticals, an emerging pharmaceutical company. The Director of Business Development will lead, direct, and manage cross functional project teams, including internal and external parties, to manage projects, drive research and development activities and to manage company BD operations in developing and acquiring pharmaceutical business and in-licensing and out-licensing initiatives.

This individual will support end-to-end US portfolio management and be expected to identify opportunities and shape the portfolio strategy for products and pipeline development products. This position will lead the charge for building a sustainable and balanced portfolio comprising complex generics & non-complex generics-based business through strategic portfolio management

This position will also work closely with the senior management team to pro-actively search, identify, assess and champion appropriate strategic business opportunities.

Responsibilities:

- Identify and pursue potential opportunities to develop and grow business relationships and deliver year on year revenue for the company
- Lead and execute appropriate business development initiatives including generating business leads for in-licensing and out-licensing opportunities, both domestically and internationally
- Establish external partnerships with API suppliers, CDMOs, and generic companies; conduct commercial due diligence on the BD opportunities
- Manage related activities leading to the successful completion of the projects; establish project plans with timelines and deliverables in collaboration with internal and external parties
- Communicate across functional and leadership levels to inform project status and risks, as well as elevate issues, present recommendations and implement modifications to project plans
- Define project scope, set up goals, manage budget, allocate resources, create schedules and project timeline, track deliverables and report on project progress
- Lead project meetings; interface with related parties and ensure alignment throughout the organization
- Advise senior management on key strategic assessments and decisions.
- Research, integrate and translate market research and analytical insights into opportunities and strategies that shape decisions for Picket's portfolio of products and pipeline development products
- Work closely with the senior management team to develop strategy and implement short- and long-term objectives for the successful growth of the company
- Understand advanced statistical analyses with the market knowledge and modeling expertise to identify patterns with the data, uncover insights/generic opportunities and actionable recommendations
- Follow-up on action items between project meetings and ensure accountability of team members

- Participate in scientific and industry conferences, exhibitions, presentations, networking events both online and offline as appropriate to meet above objectives
- Identify potential leads/partners for product opportunities, engage with key decision makers, conduct due diligence
- Evaluate the technical feasibility of a project with internal team, identify resource and project difficulty, and develop a timeline
- Perform market assessment on potential in-license projects, analyzing new trends and market areas
- Support due diligence, term negotiation, and launching of partnerships
- Plan, execute and participate in deal construction and negotiations. Ability to monitor the contract management process, ensuring contracts are executed in accordance the contracts as defined by the company
- Communicate all project updates, milestones, etc., to team members and stakeholders

Education:

Advanced qualification, including MBA is preferable. Minimum Bachelor of Science, in business development, finance, project management or related area. Minimum 5 years business development experience in small molecule pharmaceutical development, preferably in a strategic context. Project Management experience is also a plus.

Experience, Technical Skills & Qualifications:

- Experience leading complex, multi-faceted business deals across functions in a highly regulated industry
- A solid understanding of pharmaceutical product development, manufacturing processes, and experience in pharmaceutical R&D and cGMP Manufacturing Operations
- Established contacts in the Pharmaceutical Industry, demonstrated record of success in business development, and proven success in utilizing expert networks to conduct due diligence and create commercial assessments
- Hands-on experience successfully managing projects to completion, evaluating, structuring, negotiating, and closing a variety of contract development, licensing and/or partnership transactions
- Strong leadership skills and strategic problem-solving ability; ability to predict issues and identify solutions
- Excellent organizational skills: proactive and capable of multi-tasking
- Strong negotiation and persuasive abilities combined with diplomacy is expected.
- Experience with FDA, ICH, USP and related regulatory guidance and DEA requirements
- Familiar with analytical methodologies and drug product development cycle
- Ability to work effectively in a complex and dynamic matrix environment
- Ability to lead small team in projects
- Ability to independently evaluate, assess and initiate action; recognition of positive and negative impacts of actions, decisions, other market forces on business and people
- Proactively seeks others for feedback, interest; sharing knowledge; inclusion and involvement
- Strong business acumen and proved ability to understand P&L execution and total cost drivers
- Domestic/international travel may be required
- Proficiency Microsoft Excel, PowerPoint



- All applicants must possess or obtain authorization to work in the US for Picket Pharmaceuticals.

Picket Pharmaceuticals, Inc., is an Equal Opportunity Employer. All qualified applicants will receive consideration for employment without regard to race, color, age, sex, sexual orientation, gender identity, religion, national origin, genetic information, disability, or protected veteran status. To be considered for this position, you must apply and meet the requirements of this opportunity.

Benefits

- Compensation: Commensurate with experience and responsibility
- Benefit package details provided during interview process

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