



Position Title:	Head of Business Development
Department:	Corporate Affairs
Hiring Manager:	Andrea Matthews
Date Opened:	February 2021

We are a team of experts from multiple disciplines who have come together driven to bring hope with life-changing therapies to patients and their families.

Head of Business Development Position Overview:

The Head of Business Development will leverage a broad base of prior pharmaceutical/ biotech industry experience, a high attention to detail, advanced analytical skills, and experience leading and executing effective business development processes that have resulted in licensing arrangements, collaborations and acquisitions. This Head of Business Development will play an integral part to our short- and long-term growth strategy as we build our rare disease pipeline with a key role in a business-critical function that directly impacts our goals and objectives. We expect to enter into collaborations, licensing and other forms of acquisition/disposition agreements as we further grow our business and this role will be hands-on in shaping the future for Catabasis.

Responsibilities:

The Head of Business Development serves as a leader and key interface between all departments. Responsibilities include:

BUSINESS DEVELOPMENT:

- Establish new scientific and strategic partnerships, licensing arrangements, joint ventures and alliances aligned with Catabasis' business objectives to build the rare disease pipeline.
- Lead, develop and execute business development strategies, proactively identify opportunities and lead the evaluation of external opportunities.
- Remain abreast of market trends and dynamics and engage the organization to continually stay ahead of the competition.

CROSS-FUNCTIONAL COLLABORATION:

- Collaborate across functions ensuring alignment of goals and priorities to deliver on business objectives.
- Communicate frequently and effectively in all business dealings to ensure alignment and consistency of direction while encouraging autonomy, decisive action and an entrepreneurial spirit.
- Provide a clear vision and focused direction to develop strategies and recommendations to enhance business relationships.
- Translate and communicate compelling business development & licensing opportunities to senior management.
- Establish credibility throughout the organization and position self as an effective problem solver, exceptional people-leader and driver of business growth.

EXTERNAL RELATIONSHIP MANAGEMENT:

- Cultivate, maintain and facilitate strong relationships with key constituents in the pharmaceutical

and biotech industries.

- Develop and maintain relationships with industry executives which advance and enhance the company's position in the marketplace and presence in the industry.
- Leverage existing key contacts to generate leads and continuously forge new opportunities.

DEAL NEGOTIATION/PROCESSES:

- Proficiently manage complex negotiations in business development transactions in a manner which promotes and protects Catabasis' business interests preferably with assets within rare and ultra-rare diseases.
- Ensure that all contracts and alliances are negotiated and executed according to plan and in compliance with all applicable policies and regulations.
- Establish best practices throughout organization to ensure efficient use of cross-functional resources.
- Establish necessary processes and timeframes to ensure proper due diligence and deal optimization.

Critical Competencies

- Ability to communicate and persuade multiple stakeholders include the executive team and potential partners
- Broad understanding of biotech/pharmaceutical marketplace
- Strong cross-functional matrix leadership especially for due diligence and deal assessment
- Interpersonal skills that foster and support the culture, values and mission of the company
- Strong balance between scientific and drug development and assessment of commercial opportunities and unmet need
- Customer focused: Keeps patients, payers and physicians front and center in daily work and collaborates to solve critical scientific and business challenges; listens with empathy to respond to current needs and to develop the foresight to anticipate future needs; drives success through win-win outcomes.
- Encourages diverse perspectives and backgrounds at all levels to optimize performance.
- Results-oriented with solid analytical skills required to understand and challenge inputs into evaluations and build business cases.
- Superb project management skills; attention to detail, strong organizational and follow-up skills within a matrix environment
- Ability to identify and prioritize risks across functional areas, weigh those appropriately with benefits of investment, and effectively frame business decisions for senior management.

Qualifications:

- Bachelor's Degree in business or science discipline required. Advanced degree (MBA, MD, PhD, PharmD) strongly preferred.
- 12+ years progressive experience in the biotech/pharmaceutical industry required with minimum 5 years proven Business Development expertise.
- Rare disease therapeutic area expertise.
- Track record of successfully leading strategic collaboration, licensing and other forms of acquisition/disposition agreements including executing due diligence processes and leading complex negotiations exemplified by a very strong deal sheet.