



<b>Position Title:</b>	Head of Business Development
<b>Date Opened:</b>	July 2020

**We are a team of experts from multiple disciplines who have come together driven to bring hope and 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 structuring complex licensing arrangements, collaborations and acquisitions, as well as will assume a key role in a business-critical function that directly impacts our goals and objectives. Catabasis' business strategy is to develop and commercialize life-changing therapies. This Head of Business Development will play an integral part to our short- and long-term growth strategy. We expect to enter into additional collaborations, licensing and other forms of acquisition/disposition agreements as a means of obtaining resources, capabilities and funding to advance our programs and to further grow our business.

**Responsibilities:**

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

***BUSINESS DEVELOPMENT:***

- Lead, develop and execute business development strategies and the evaluation of external growth opportunities.
- Establish new scientific and strategic partnerships, joint ventures and alliances aligned with Catabasis' business objectives.
- Identify, evaluate and pursue strategic and financial prospects of new market opportunities.
- Propose licensing, acquisition and alliance opportunities which advance and enhance the company's corporate strategy.
- 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 and the board.
- 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 lead 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 board, 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 running due diligence processes and leading complex negotiations exemplified by a very strong deal sheet.