



## Director, Business Development

San Francisco

### Summary

Sierra Oncology is seeking a Business Development Professional who will have a “soup to nuts” BD role with responsibility for opportunity assessments, associated due diligence, term sheet development, relationship management and search and evaluation for Sierra’s pipeline. Business Development plays a critical role in the strategic growth of Sierra Oncology by participating in corporate strategy development and initiatives and as well as executing various transactions. Examples include; out-licensing, development partnerships, merger and acquisitions, etc.

The new hire will work closely as a “thought partner” with cross functional partners such as research, drug development, program management, clinical development, regulatory, technical operations, legal, finance, and commercial with the goal of evaluating, transacting, and managing alliances post-deal completion. This person must have the ability to rapidly synthesize opportunities in written and verbal presentations for executive management team. This person may also lead/support other initiatives that support the corporate vision and goals.

The new hire will be an external face of the organization in driving the business development and due diligence process with potential pharma as well as other organizations with the goal of executing licensing agreements, setting up R&D collaborations, and acquiring key therapeutic assets.

### Responsibilities

#### *Search*

- Create/maintain contacts and relationships related to external opportunities consistent with company strategy
- Identify, develop, and nurture scientific and business relationships within bio-pharmaceutical companies, academia, and internal stakeholders
- Be the disease specific subject matter expert (SME) by understanding disease biology, influential KOLs, treatment paradigms, and competition
- Attend scientific and medical conferences to stay abreast of new developments in key therapeutic areas

#### *Evaluation*

- Work with internal clinical development, commercial and financial experts on evaluation, due diligence, and technical assessments for inbound inquiries on Sierra’s assets. This includes leading/supporting the overall product evaluation process, including clinical/scientific assessments, evaluation of the commercial opportunity, analysis of the competitive landscape, and financial modeling
- Participate/manage primary and secondary market research independently or in partnership with the commercial team, as part of evaluating new product development opportunities
- Conduct competitive landscape analysis on technologies and disease areas
- Generate revenue forecasts working with commercial, P&L models, and NPV analyses

- Manage internal data room needs, lead and manage cross-functional informational needs across pre-clinical, clinical, technical operations, regulatory, and program management
- In conjunction with the CBO, the CEO and the CFO prioritize potential transactions and opportunities

### *Transactions*

- Participate in structuring and negotiation of term sheets, including detailed comparator deal analysis and running valuation scenarios to align on proposed terms
- Develop agreements in collaboration with legal for licensing and acquisition transactions, imperative for BD lead to have comfort/interest to read all contracts

### **Qualifications and Requirements**

- Must have BS, MS and/or PhD or other related experience in life sciences; MBA is a plus
- Must have experience in BD in small to mid-size Biotech companies
- Oncology therapeutic experience preferred, ideally in competitive areas
- Robust understanding of the full drug development process, life-cycle management and commercialization of therapeutics
- Strong EQ combined with scientific/technical acumen of clinical development process
- Excellent project management and influencing skills are required to manage the internal stakeholders (e.g. Research, Clinical Development, Commercial, Finance, Legal/IP, etc.) as well as external alliances
- Track record of owning, driving, and closing projects from inception to execution, to include valuation, diligence, deal engineering and leading negotiations
- A strategic thinker with outstanding business instincts who can help chart the course and translate into actionable, value-creating results for the company
- Excellent analytical and organizational skills with the ability to make sound business judgments; must be able to prioritize projects to manage both current transactions and discussions to support future transactions
- Energetic, resourceful self-starter with high integrity, and the ability to work effectively in a dynamic, entrepreneurial environment that requires "win-win" collaboration at all levels
- Top-Tier investment banking, private equity or venture capital experience is a plus

### **How to Apply**

To apply for this role, please submit your CV and cover letter in PDF format to [hr@sierraoncology.com](mailto:hr@sierraoncology.com). Please indicate the position title in the subject line of your email.

We thank you in advance for your interest in Sierra. We will contact you directly should we wish to arrange a meeting to discuss this position further.