

Business Development & Alliance Manager

Job description:

Confo Therapeutics, a spin-off of VIB and VUB, is a drug discovery company built around a disruptive technology which enables it to address 'undruggable' GPCRs. The company is building a portfolio of transformative medicines in various disease areas and is working with select pharma companies in strategic drug discovery collaborations. Confo Therapeutics is currently located on the Technology Park in Zwijnaarde/Ghent and on the Etterbeek campus of the Vrije Universiteit Brussel. More information about Confo's technology and strategy can be found on www.confotherapeutics.com.

For the expansion of our team we are currently looking for a (m/f):

Business Development and Alliance Manager

Reporting into the CEO, the BD and Alliance Manager will play an important role in developing and executing our business strategy and achieving our long-term growth objectives through corporate partnerships and other collaborations. The role will include involvement in prospecting, negotiating and closing new deals as well as managing the Company's existing partnerships with Lundbeck and Roche. As the company grows, the duties and responsibilities will grow accordingly.

Your responsibilities:

- Work closely with the CEO and other senior leaders to support the organisation's business objectives
- Identify opportunities to expand partnerships or create new ones
- Communicate key benefits of Confo's technology and assets by preparing presentation materials and representing the Company at external meetings and conferences
- Network with potential future partners through conferences and company meetings
- Prospect, formulate, negotiate and close deals with third parties
- Assess the commercial potential of proprietary therapeutic programmes and provide commercial input at project decision points
- Ensure success of the corporate partnerships, by promoting team work and scientific and operational excellence within the alliances
- Ensure effective governance of the alliances, and ensure that contractual obligations are understood and followed

Your profile:

- Advanced degree in a relevant scientific field (PhD, MSc, MD, PharmD and/or MBA)
- Minimum of 7-10 years of relevant experience in a biotech or pharma environment, ideally with 3-5 years of relevant BD or alliance management experience
- Sound understanding of the R&D process and previous exposure to all aspects of pre-clinical (small molecule) drug development
- Strong business acumen and commercial orientation
- Strong organizational skills
- Strong negotiation skills, networking capabilities, intuitive relationship building and communication skills

- Ability to explain often complex science in an understandable way
- Sound financial and analytical skills, attention to detail
- Team player, flexible, strong project management skills
- Ability to manage and prioritize multiple and varied tasks
- Excellent problem solver with the ability to work quickly
- Excellent communication skills in English

Our offer:

- A competitive compensation package with extensive benefits
- An entrepreneurial and stimulating working environment in a growing and ambitious biotech company
- Excellent career development opportunity, with growing responsibilities and exposure to all aspects of business development and alliance management

Do you have the right qualifications and are you up to the challenge of joining our entrepreneurial team? Then forward a short motivation letter and your CV to careers@confotherapeutics.com