

Senior Director / VP of Business Development

OncoGenex Pharmaceuticals

Vancouver, BC Canada

PURPOSE:

Under the general direction of the President & CEO and Senior Management Team, the incumbent will assess and execute the strategy plans related to in-licensing, out-licensing, merger and acquisition options as well as recommend strategies to achieve the Company's growth and business development objectives. This role will be responsible for developing the required partnering materials, networking and presenting to potential biotechnology and pharmaceutical partners and ultimately consummating transactions.

ESSENTIAL RESPONSIBILITIES:

- As part of the Senior Management team, contribute to a strategic planning process to establish a strategic plan designed to achieve substantial growth and commercial success utilizing diverse tools such as partnering, licensing, M&A, financing, etc.
- Lead the development of and execute on a partnering plan for each of OGX-427 and SN2310 that will lead to partnering of these product candidates.
- Establish non-confidential packages, confidential packages and slide presentations suitable for partnering discussions for OGX-427 and SN2310.
- Establish and maintain contact with potential partners to generate and maintain interest in our product candidates.
- Lead efforts to identify and evaluate new technologies and product candidates.
- Coordinate all internal resources with respect to business development activities.
- Represent and promote the company at conferences and partnering forums as required.
- Assist with identifying and closing potential mergers and acquisitions consistent with the Company's strategic plan as required
- Support the Marketing and Clinical Development departments in evaluating the market landscape, conducting full commercial evaluation of the market dynamics, competitive landscape, medical treatment practice, pricing strategies and unmet needs in order to prioritize and recommend the best strategies to maximize the value of the Company's product candidates and monitor changes and predict trends in same.
- Support marketing activities by networking with oncology-focused clinicians, hosting focus groups, contracting or managing market analysis studies or managing the organization of targeted receptions.
- Support strategic decision making across functional areas to help maximize OncoGenex' success.
- Provide business development input based on an in-depth understanding and analysis of competitive and commercial information to cross-functional steering committees.
- Collaborate and partner with the Company's development and commercialization partners, including marketing, regulatory, finance and clinical development as required.
- Identify and track key performance metrics for business development activities.
- Responsible for designing, negotiating, and managing business development budget.
- Participate in the development of the Company's marketing and communications programs and initiatives.
- Performs other tasks and projects as assigned.

QUALIFICATIONS:

- A minimum B.Sc. in a Life Sciences discipline with a Ph.D. strongly preferred. An MBA or experience in conducting business or product valuation, financial projections would be an asset to this position. .
- Master's degree in business or related field is required, with an undergraduate degree in science or business preferred.

- A minimum of 8-10 years of experience within the biotechnology/pharmaceutical industry.
- This candidate will have had substantial experience in distilling substantial and complex scientific information to a diverse audience ranging from individuals with limited scientific knowledge to individuals with MD or Ph.D. degrees. Experience in evaluating, establishing and/or closing partnering deals, financial modeling, contract negotiation would be an asset.
- Direct experience with developing and managing a departmental budget.

SKILLS:

- Ability to represent the Business Development function on core, commercial, and cross-functional teams.
- Strong analytical, strategic planning and communication skills, and the ability to work well with the CEO, other members of the Management team, existing and potential development partners, external clinicians, and others as required.
- Has the vision to originate ideas, the confidence to take a stand on a position, and the desire to be an active contributor to the thinking that drives the business rather than a de facto endorser of the views of the CEO or other members of the leadership team.
- Must have a strong negotiation style and personality built upon ethical and sound business philosophies which aid the organization in guiding the implementation of a variety of strategies.
- Strong intellectual capacity, reflected in sound reasoning, superior analytical talents, mature judgment and incisive self-expression.
- Strong command of a variety of analytical and research techniques, sought out as an analytical expert. Grasps key issues quickly, understands the “big picture” and links research findings to larger issues.
- Uses logic and methods to solve difficult problems with effective solutions. Can see hidden problems; looks beyond the obvious and doesn’t stop at the first answers. Uses creativity and ingenuity to develop solutions to complex problems, formulates strategies and approaches which may fall outside historical norms.

ABOUT ONCOGENEX:

OncoGenex Pharmaceuticals is a biopharmaceutical company committed to the development and commercialization of new cancer therapies that address unmet needs in the treatment of cancer. We have a deep oncology pipeline, with each product candidate having a distinct mechanism of action and representing a unique opportunity for cancer drug development.

Our commitment to making a difference in the fight against cancer, combined with the opportunity to work with a seasoned team with a "whatever it takes" attitude are what make OncoGenex an employer of choice.

Learn more about OncoGenex at www.oncogenex.com

If you are interested in this position please submit your resume to careers@oncogenex.ca