

Title

**Vice President of Business Development****Department***Operations and Administration*     **Reports to: CEO****Supervises: No***Effective Date: November 5, 2018* Page: 1 of 3     **FLSA: Exempt****Position Overview**

Under the direction of the Chief Executive Officer (CEO), the Vice President (VP) of Business Development identifies and develops strategic opportunities for Pierian Biosciences working closely with the executive management and scientific teams to advance initiatives that support the company's vision and goals.

More specifically, the VP of Business Development:

- Identifies, evaluates and pursues the strategic and financial prospects of new market opportunities
- Directs the assessment of future markets and licensing potential and is responsible for coordinating commercial input to specific programs as necessary
- Establishes new scientific and strategic partnerships, joint ventures and alliances. Follows-up on all partnership activity including the tracking, documentation and status reporting of all collaborations along the business development pipeline
- Establishes and implements appropriate development strategies to support commercialization and licensing strategies. Interacts with existing corporate contacts, facilitates communication, keeps tracks of milestones and identifies scope for enhancing these relationships
- Manages the identification, evaluation, and development of pharmaceutical and biotechnology prospects for new business opportunities
- Oversees the plan and execution of a comprehensive marketing strategy including responsibility for the preparation of sales and marketing materials for professional meetings, seminars and conferences
- Develops proposals and term sheets for prospects and manages the day-to-day aspects of closing, including the utilization of legal counsel, and coordination with accounting, finance, human resources and other functional areas
- Performs market research, analyzes new market opportunities and pursues new business opportunities
- Organizes, tracks, documents and reports on the status of all prospects in the business development pipeline

**Essential Job Functions**

- Possesses deep understanding of the Pierian Biosciences technology and its utility in clinical trials, diagnostic care, and Pharma collaborations
- Responsible for developing and implementing strategic growth initiatives, including expanding the company's pipeline through corporate partnerships
- Develop business opportunities based on Company's strategic plan
- Evaluate leads from IP, clinical, regulatory, commercial payer, and strategic perspective
- Prospect and develop new opportunities

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- Collaborate across the organization including R&D, Quality, Regulatory, Operations, and Finance to craft and execute high value transactions which are well structured to grow the business
- Create, grow and maintain target clients that align with Pierian Bioscience's strategic direction
- Write and maintain all client contracts, adhering to corporate processes
- Grow testing backlog and revenue annually in accordance with sales commission agreement
- Travel as required for business development and applicable conferences
- Maintain active client pipeline, reporting progress monthly
- Positively promote and position Pierian Biosciences as a leading precision medicine company
- Act as a positive, collaborative, energetic and engaging leader

**Experience Requirements**

- Minimum of 8 years sales and/or business development experience in a biotech/ pharmaceutical environment
- Prior experience in dealing with corporate partners and in negotiating and completing agreements
- A thorough understanding of the processes of due diligence, asset valuation, alliance integration and client management
- Demonstrated capability in establishing trusting alliances and partnerships through internal/external collaborations
- In-depth understanding of Drug Discovery and Development process.
- Excellent contract negotiation and communication skills.

**Education Requirements**

- Bachelor's degree in Science (MS or MBA is strongly preferred)
- 10 years-experience related sales and/or sales management

**Knowledge, Skills, and Abilities (KSAs)**

- Knowledge of the LDT, IVD industry
- Knowledge of oncology and/or immune-oncology
- Operational knowledge of assay product development and regulatory requirements
- Outstanding communication, presentation, organizational and analytical skills are required
- Successful, documented track record of meeting and exceeding sales quota
- Experience in a startup company is preferred
- Successful track record of identifying and closing contracts

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## Vice President of Business Development

### **Department**

*Operations and Administration*     **Reports to: CEO**

**Supervises: No**

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- Ability to meet deadlines, produce results and meet goals
- Ability to adapt to a rapidly changing environment
- Proven strong collaboration and influence skills
- Scientific and business acumen is required
- Excellent skills in MS PowerPoint and Excel

NOTE: This job description is not intended to be all-inclusive. Employee may perform other related duties as negotiated to meet the ongoing needs of the organization. Pierian Biosciences is an Equal Opportunity Employer with a strong commitment to the achievement of excellence and diversity.