

**Position:** Senior Manager / Associate Director, Business Development

**Department:** Business Development

**Reports To:** Vice President, Business Development

**About the Company:**

Ankrya Therapeutics is a clinical stage biopharmaceutical company committed to being the leader in anchored intratumoral immunotherapy. Ankrya's lead molecule ANK-101, a first-in-class anchored cytokine therapy, is in Phase 1 clinical trials in solid tumors for humans as monotherapy and combination therapy. The company is also developing a novel pipeline with multiple other immune-oncology related targets. By focusing on the science of basic immunology and executing well-designed clinical trials, Ankrya seeks to match targeted agents that can change the immune environment with the patients who need them. Ankrya is assembling a world-class team with a passion for scientific innovation and a commitment to developing novel drug therapies.

**About the Position:**

The Senior Manager / Associate Director, Business Development will provide leadership and strategic input into two key areas:

1. Search & Evaluation – this role involves identifying and evaluating business development opportunities and leading efforts to inform and guide BD strategy and expanding the Company's portfolio through strategic partnerships.
2. Alliance Management – this role serves as an external representative to the Company's partnerships and collaboration, taking accountability for delivering on contractual obligations and agreed milestones with partners aligned with Company's corporate strategy.

**Responsibilities:**

- Search & Evaluation Responsibilities
  - Lead competitive intelligence efforts across relevant therapeutic areas and derive competitive insights to inform BD strategy
  - Work with internal stakeholders across functions to ensure a comprehensive evaluation of BD opportunities
  - Develop and evaluate competitive landscapes for specific indications and products as needed
  - Perform market research as need to inform modeling and forecasting of BD opportunities
- Alliance Management Responsibilities
  - Plans and manages the operational aspects of all alliances or collaborations ensuring alliance effectiveness, coordination of activities, and handling partner concerns
  - Provide a single point-of-contact for partners/collaborators and a pathway for business/contractual issue resolution or other business-related matters
- Work closely with business and functional leaders to develop aligned positions before engaging with partner

**Qualifications:**

- A BSc or good understanding of scientific concepts, particularly cancer immunology

- At least 5-7 years of relevant experience in Search & Evaluation and/or Alliance Management
- Proven track record in leading R&D and/or BD projects
- Experience with performing competitive intelligence using publicly available resources
- Excellent analytical and presentation skills with meticulous attention to detail
- Strong communication and interpersonal skills
- Capability to direct multiple projects simultaneously in a rapidly changing environment

**Additional Skills and Competencies:**

- **Scientific Integrity** – we value scientific rigor and honesty with a commitment to remain accountable, trustworthy, and data-driven at all times.
- **Respect** – we have developed a culture of respect to allow all people and perspectives to be communicated in an honest and open forum. We believe that respect for each other also leads to respect and improved communication with our key stakeholders, including investors, collaborators, consultants, and patients. We also support an inclusive and diverse employee participation experience.
- **Innovation** – we place a high emphasis on ‘out-of-the-box’ thinking and encourage new ideas and creative solutions to current challenges in drug development.
- **Teamwork** – our culture is built around collaboration and teamwork as an important strategy for rapidly advancing scientific breakthroughs and clinical translation. We operate in a highly transparent, balanced, and collegial working environment.
- **Passion** – we have brought together a diverse and highly skilled group of professionals who share a passion for improving the lives of patients with cancer.
- **Patient Focused** – We believe that our efforts and resources are ultimately designed to help patients, their families, and healthcare providers to improve the quality of the patient’s life, eradicate disease in a safe manner whenever possible, and to ease the logistical and financial burden of disease for our target patients. We strive to include the patient perspective in all aspects of our strategic and operational planning.