

Position Available at Extera Partners

ASSOCIATE

As a key member of our Business Development team, you'll collaboratively develop strategic plans for our clients and our portfolio companies to enter and expand new business opportunities across several disease areas. Additionally, you'll drive the business development process with biopharmaceutical companies for products in preclinical and clinical development, as well as manage key strategic objectives in support of Extera's vision and goals.

Responsibilities:

- Identify, develop and nurture scientific and business relationships within biopharmaceutical companies, pharma companies and other stakeholders
- Lead the development of analytic models for forecast and NPV for deal valuations
- Identify and lead the knowledge base for understanding the disease biology, influential KOLs, treatment paradigm, new and emerging diagnostics and therapeutics for target disease areas
- Lead project management activities for Extera's portfolio companies
- Assess collaborations with premiere biopharmaceutical companies by applying best-practices across the business development process including:
 - Discover and prioritize potential collaboration opportunities with biopharmaceutical companies by actively prospecting, collaborating with cross-functional partners and leveraging the Extera network
 - Oversee and conduct robust analysis and due diligence to uncover and advance the highest potential opportunities
 - Develop and champion the business case and strategic rationale for Executive Clients
 - Develop strategic, relationship management and operational activities in conjunction with cross functional partners
 - Gain alignment with key internal stakeholders to ensure proper integration into Client plans

Competencies:

- Strategic thinker with outstanding business instincts who can help chart the course and translate it into actionable, value-creating results for our clients
- Excellent analytical and organizational skills with the ability to make sound business judgments

- Resourceful, self-starter with high integrity, strong executive presence, and the ability to work effectively in a dynamic, entrepreneurial environment
- Innovative, team player with strong collaboration and negotiation skills

Requirements:

- B.S. degree in science-related field with strong scientific acumen; minimum of 3 years business development or consulting experience. Experience in a biotech or pharmaceutical company that includes a robust understanding of the full drug development process, lifecycle management and commercialization of therapeutics.
- Successful experience (driving from inception to execution including valuation, diligence, deal engineering, & negotiations) licensing or M&A transactions
- Network and reputation in the biopharmaceutical and pharma arenas
- Ability and willingness to travel

Extera Partners, LLC (www.exterapartners.com) is engaged in life science business development, interim management, and new company formation. We formulate and achieve growth objectives by providing strategic advice and by helping our clients execute on business transactions such as corporate partnering, licensing, and mergers and acquisitions. We leverage an extensive network of top industry business and R&D leaders to form new life science companies. Our core team consists of industry executives, entrepreneurs, and consultants.

Compensation:

Competitive base salary + benefits + performance bonus

Please send resume to Jefferson Davis at jdavis@exterapartners.com