Associate Director/ Director of Business Development – Academic Partnerships

Member of the global Business Development team focused on University, Academic, and Government Research Organizations. Has intellectual curiosity, business acumen, and the ability to understand scientific details. Must identify and develop rising business opportunities, build long-term relationships, and expand brand awareness. Has the necessary experience and scientific imagination recognize and structure R&D collaborations that has the potential to advance peptide therapeutics and significantly improve patient outcomes in the future.**If you’re a thoughtful, resourceful, and persistent “goal-getter,” this is an excellent opportunity to join a company that’s growing fast and making a difference.**

**Responsibilities:**

·       Evaluate and track academic research to identify opportunities for sales and collaboration; identify and map business strengths aligned with customer needs to identify target customers.

·       Develop good rapport with tech transfer or innovation officers, University PIs, and clients and partners at academic and government research organizations.

·       Have an in-depth knowledge of PepLib’s technology and scientific capabilities, to be able to clearly articulate value proposition and pitch PepLib’s technology.

·       Organize, promote, and coordinate educational seminars or webinars, marketing events, faculty/research days, 1-on-1 meetings with potential clients and partners.

·       Work with VP of BD to grow and maintain a client pipeline that leads to identifying & meeting with potential clients and decision makers. Navigate complex organizational structures and understand internal working to successfully identify and reach potential clients.

·       Work with VP of BD to secure partnerships and close sales. Help shepherd sales and deals through administrative processes, ensure that prerequisites (like prequalification or getting on a vendor list) are fulfilled within a timely manner.

·       Follow industry trends locally and internationally. Actively attend events and conferences that supports BD goals and promote brand awareness.

·       Ensure that prospect or client activity and data is accurately entered and managed within the company’s CRM or other sales management system. Provide weekly progress reports, client feedback and on-the-ground assessment.

·       Participate in the creation of research plan, working with the scientific team, and provide input on deal structure and pricing of solution/service proposals or research plans tailored to the client’s needs, concerns, and objectives.

·       Report to and working closely with VP of Business Development.

**Qualifications**

PhD/MD or equivalent or advance degree in a life sciences related field preferred, chemistry discipline strongly preferred. A Bachelors’ degree in Life Science areas such as Biology, Biochemistry, Biomedical Engineering, Chemistry, Chemical Engineering is required.

Experience in an academic tech transfer office or with university research collaborations a must.

External innovation in pharmaceutical industry, or venture capital or private equity with academic partnerships, a plus.

Research or drug development experience in medical chemistry or peptides, a plus.

·       Experience in evaluating various fields of science relevant for pharma and biotech companies or understanding of the research needs of life sciences PIs and academic labs is required.

·       Business acumen including sales and transactional experience is highly preferred.

·       Ability to translate emerging research and insights into actionable sales or partnering strategies.

·       Ability to work independently as well as in a team environment, detail oriented and an active listener.

·       Comfort with logistical and coordination of event planning and marketing and dealing with organizational complexities.

·       Interested, intellectually curious and open mindset is required.

·       The BD team is located in Boston, MA. Remote work allowed. Non-local candidates welcome to apply.

About PepLib:

PepLib is rethinking peptide drug discovery: a revolutionary platform technology company with a proprietary peptide library, unique screening capabilities, and robust internal drug development programs. PepLib’s novel peptide technology platform uses cyclic peptides to encode and compress half of a billion sequences, including complete peptide libraries up to pentapeptides (ZSenithFive™). PepLib’s platform, powered by Peptide Information Compression Technology (PICT), is capable of high-sensitivity and high-specificity drug mining for a broad spectrum of targets, including membrane-proteins, such as GPCR and ion channels, and directly on cell-lines. Intelligently designed, individually isolated and packed peptides in HTS compatible format breaks through traditional limitations of peptide screening platforms, extending capabilities beyond binding assays to cell-based functional assay and *in vivo* assay. PepLib has validated the efficiency of the platform in over 30 successful screenings on dozens of molecular targets and cell-lines, through external partnerships and internal development programs in metabolic diseases, internal medicine, oncology, pain, and anti-infectives. Formed by top scientists in peptide chemistry and biosynthesis with a combined 75 years of biopharmaceutical R&D experience, PepLib hopes to leverage its innovative platform to advance peptide drug discovery for the global biopharmaceutical community.

**PepLib is an Equal Opportunity Employer.** Diversity is highly valued at PepLib. All qualified applicants will receive consideration for employment without regard to race, color, religion, sex, national origin, disability status, protected veteran status, gender identity, sexual orientation, pregnancy and pregnancy-related conditions, or any other characteristic protected by law.