

## Senior Director, Oncology Business Development

Cambridge, MA

### Company Profile

Ipsen is a dynamic and growing global specialty-driven biopharmaceutical company, focused on innovation and specialty care. At Ipsen, we've created a workplace that recognizes and promotes an entrepreneurial spirit in our employees, and are building a strong legacy of helping patients with difficult-to-treat diseases across oncology, neurosciences and rare diseases. We know we can only be better and smarter if we work diligently together as ONE Ipsen, across all functions and geographies. We strive to break down silos and empower teams to deliver effective therapeutic solutions through highly differentiated medicines for patients with unmet needs.

We take pride in our culture, which is rooted in collaboration, to deliver results for our core customer – the patient. This level of involvement by cross-functional teams promotes a strong sense of unity, and pulls together all colleagues locally and across our key geographies, which span 115 countries across North America, Europe and Asia. As a growing organization, Ipsen North America is comprised of our United States and Canada locations, with employees supporting functions including Commercial Operations, R&D, Business Development and Technical Operations.

Our employees are the driving force behind our mission at Ipsen, and to sustain their passion and focus every day, we offer a wealth of fulfilling challenges and growth opportunities through unique leadership and training programs. At Ipsen, you will work alongside industry leaders and contribute within a fast-moving and truly game-changing global organization, recognized for its talent and patient solutions. At Ipsen, we're making hope a reality for the patients we serve.

### Position Summary

The Senior Director, Oncology Business Development will be part of the Global Business Development team with Ipsen and report directly to the Head of Global Oncology Business Development. The Senior Director will support VP, in all BD-related operations in Oncology and lead all activities related to evaluating and negotiating BD transactions. The incumbent will be focusing on the U.S. Primary purpose of the role is to ensure BD opportunities and transactions are aligned with Ipsen's overall corporate strategy as well as needs of the Oncology franchise while maintaining close working relationships with fellow members of the GEIP team and internal stakeholders to ensure alignment in strategy, process and execution on BD opportunities. The Senior Director will establish a robust reputation for Ipsen in BD and increase Ipsen's visibility of partner-of-choice for Oncology in the U.S.

## Essential Functions

### **Responsibilities**

Responsibilities will include, but are not limited to, the following:

- Provide support to VP to optimize deal flow (process and execution), BD strategy in and visibility of Ipsen as partner-of-choice in Oncology
- Manage due diligence, and structure and negotiate transactions, including in/out-licensing deals, product acquisitions, strategic partnerships and M&As
- Collaborate with VP (where relevant) and stakeholder functions (including but not limited to country/regional leadership, Commercial Franchises, R&D, IP, Finance, Legal, Manufacturing and Corporate Strategy) to:
  - (a) Establish BD strategy & goals for Oncology that are aligned with overall business/corporate strategy and objectives
  - (b) Ensure high-quality due diligences
  - (c) Execute value-add deals
- Ensure transactions support Ipsen's strategy in Oncology for assets across all stages of development and commercialization/marketing
- Lead multi-functional due diligence for robust assessment of opportunities to support decision-making in the BD process, and contracting/negotiations
- Ensure appropriate documentation of due diligence findings, and review and approval by respective functions
- Lead (or co-lead with VP where relevant) contract negotiations and work cross-functionally with colleagues from all stakeholder functions (including but not limited to Legal, IP, Finance, R&D, Commercial and Manufacturing) to ensure high-quality contracts are negotiated and executed to protect future interests of Ipsen's business
- Provide concise and accurate updates and documentations to VP and senior management (and committees involving members from the Board of Directors when necessary) for deal review and decision-making
- Contribute to business strategy through analysis of evolving market, R&D/competitive landscape, Ipsen's needs and objectives in Oncology as well as ensuring alignment with Ipsen's overall corporate strategy and objectives
- Deliver accurate and timely updates, and provide customized support to VP and Ipsen's Global External Innovation and Partnering (GEIP) leadership for regular review and decision making at senior management level
- Interface with key stakeholder functions within Ipsen as well as with executives outside Ipsen including individuals at the level of Chairman and CEO

- Maintain professional network with external companies and advisers including attendance at appropriate conferences and other industry events
- Comply with all laws, regulations and policies that govern the conduct of Ipsen U.S. staff

### Qualifications

#### Education

- Master's degree in Science required
- Advanced post-graduate degrees including Masters, Ph.D. in Chemistry, Biology or Medicine ideal; Master's in Finance or MBA desirable

#### Experience

- Minimum of 10-12 years of experience in the pharmaceutical industry with a strong track record of executing BD deals
- Broad experience of BD in the R&D and commercial context, ideally with international experience
- Experience of several therapeutic areas ideal, Oncology required

### Core Competencies (Specific knowledge, skills and abilities that enable an individual to effectively perform the job)

- Excellent team working and relationship/networking skills
- Excellent verbal, written, interpersonal skills
- Excellent organization, planning and coordination skills
- Horned project management skills
- Solid negotiation skills
- Strong business and strategic acumen
- Exceptional awareness of biopharma ecosystem including the deal-making landscape

For HR use only:

<b>Category /Business Unit:</b>	<b>Division/Department:</b>	<b>Shift:</b>	<b>FLSA Status:</b>
<b>Direct Reports</b>	<b>Reports to:</b>	<b>Travel:</b>	<b>Job Grade:</b>
<b>Cost Center:</b>	<b>Approved by:</b>	<b>Date:</b>	<b>Date Modified:</b>

- Ability to operate successfully in an international and multicultural environment
- Strong analytical skills
- IT systems literacy

The statements contained herein reflect general details as necessary to describe the principles functions for this job, the level of knowledge and skill typically required, and the scope of responsibility, but should not be considered an all-inclusive listing of work requirements. Individuals may perform other duties as assigned, including work in other functional areas to cover absences or relief, to equalize peak work periods or otherwise balance workload.

Ipsen Biopharmaceuticals, Inc. is an equal opportunity employer. We recruit, employ, train, compensate, and promote without regard to race, religion, creed, national origin, age, gender, sexual orientation, sexual identity, marital status, military or veteran status, disability, genetic information, or any other category protected by applicable federal, state or local law.

Ipsen Biopharmaceuticals, Inc. conducts background screening, reference checks, and drug testing as part of its pre-employment screening process. This description is not intended to be constructed as an exhaustive list of duties, responsibilities, or requirements for the position. This position may change or assume additional duties at any time. The employee may be requested to perform different or additional duties as assigned.

All Employees are expected to adhere to all company policies and act as a role model for company values.

Contact: [pinar.senyilmaz@ipsen.com](mailto:pinar.senyilmaz@ipsen.com)

Careers site: <https://www.ipsen.com/talents/>

#### **General Sign-off**

*Employee is expected to adhere to all company policies and act as a role model for company values*

**I have read and understand this job description.**

**Signature:** \_\_\_\_\_

**Date:** \_\_\_\_\_

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