Manager/Sr. Manager/Associate Director/ Director of Business Development

PepLib’s Global Business Development team is looking for one or more new team members with intellectual curiosity, business acumen, and a strong scientific background. Support the GBD team to analyze the scientific and commercial landscape, identify and develop business opportunities, and prompt brand awareness. Contribute to the advancement of peptide therapeutics and significantly improve patient outcomes in the future.**If you’re a thoughtful, analytical, detail-oriented “goal-getter,” this is an excellent opportunity to join a company that’s growing fast and making a difference.**

**Responsibilities:**

* Evaluate and track scientific developments to identify opportunities for sales and collaboration; identify and map business strengths aligned with customer needs to identify target collaborators.
* Determine scientific fit and analyze commercial landscape to inform out-license, in-license, co-development, and other collaborative risk-sharing BD decisions.
* Develop financial models to support BD decisions and deal structuring.
* Work with VP of BD and other members of the BD team to grow and maintain a client pipeline that leads to identifying & meeting with potential clients and decision makers.
* Work with VP of BD and other members of the BD team to secure partnerships and close sales. Help shepherd sales and deals through administrative processes.
* 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, 1-on-1 meetings with potential clients and partners.
* 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.
* Follow industry trends locally and internationally. Actively network to support 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 progress reports, client feedback and on-the-ground assessment.
* Report to and working closely with VP of Business Development.

**Qualifications**

A Master’s degree in Life Science areas such as Biology, Biochemistry, Biomedical Engineering, Chemistry, Chemical Engineering is required.

PhD, MD or equivalent or advance degree in a life sciences related field, especially in the chemistry discipline, strongly preferred.

Depending on the level, 2-6+ years of experience in business development at a biotech, external innovation or BD&L in pharmaceutical industry, venture capital, private equity research is preferred. Experience in search & evaluation, business development, alliance management, academic technology transfer process is highly desirable.

Extensive scientific experience, preferably obtained through >3 years experience in research functions in the biotech and/or pharmaceutical industry. Experience in R&D or evaluating various fields of science relevant for pharma and biotech companies is required. Research or drug development experience in medical chemistry or peptides, a plus.

Business acumen including sales and transactional experience is highly preferred. Strong financial modeling and analytical skills is desirable.

* Ability to translate emerging research and insights into actionable sales or partnering strategies.
* Strong scientific understanding of the drug development process, quick learner on new scientific concepts or disciplines.
* Evidence of organizational and project management skills, able to wear many “hats” and juggle different types of projects.
* 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.
* Creative, intellectually curious and open mindset is required.
* Solid fluency in English – verbal and written.

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.