

Job Description

Job title	Business Development Manager
Reports to	CEO
Department	Commercial
Location	London / Hybrid, some travel required (<30%)
Date last updated	31 OCT 2022

Job Purpose (main purpose & function)

The Company is looking for a talented and highly motivated Business Development Manager. This individual will help drive the Company's business development activities, as well as supporting strategy & new product planning. This is an excellent opportunity for a driven individual looking for a broad-based experience in a fast-paced, dynamic, biotech start-up environment. This versatile and highly motivated individual will wear many hats and will have the capacity to drive numerous projects forward simultaneously. You will work in close collaboration with the management team and scientists to help the Company achieve its corporate, scientific, portfolio, strategic and operational objectives.

Core accountabilities / responsibilities:

(Job function, specific duties, level of accountability for business results, areas of decision making)

- Coordinate with the Company scientists and other team members, alongside external legal firms, to manage a workflow in delivering collaborations through effective contract negotiations (SRAs, MSAs, MTAs, CDAs, etc.).
- Support strategic partnering activities, including contributing to the preparation of pitch decks, term sheets, and other materials needed to support negotiations and diligence.
- Act as a key interface to external partners, including working directly with BD counterparts at other companies to facilitate the partnering process and build relationships at both current and potential future partners.
- Supporting due diligence efforts by managing workstreams, data rooms, reviewing materials
- Support development of the Company's pipeline strategy across new target diseases areas, including maintaining an integrated view of competitive landscape
- Provide analytical support by conducting product/market forecasts and financial analyses as needed in support of R&D and corporate business decisions.
- Ad hoc support or lead of other strategic initiatives e.g. preparation of board materials

Experience & knowledge:

- 2+ years of relevant industry experience
- Strong scientific background with deep knowledge of biotech industry trends
- In-depth knowledge of the drug research and development process and the regulatory, reimbursement and commercial environments
- Familiarity with financial modelling (preferred)

Person Specification:

- Bachelor's degree in a relevant discipline (preferred)
- Ability to simplify complex ideas and synthesize and summarize a complex set of facts
- Ability to work in a hands-on collaborative fashion with many different disciplines
- Excellent written and verbal communication skills and ability to “think on your feet”
- A desire to be part of a highly innovative company aimed at transforming the lives of patients with cancer

Budgetary responsibilities:

- Management and accountability of Business Development budget

For more information on the remuneration package, here's a list of some of the *main* Company benefits that come with the role:

- Private Medical Insurance (includes gym discounts)
- Life Assurance at 4x basic salary
- Company Pension Scheme
- 25 days Holiday (on top of usual bank holidays)
- Enhanced Sick Pay and Group Income Protection
- Enhanced Family Friendly Policies (Maternity, Paternity, Adoption, etc.)
- Employee Assistance Programme

Job Description

- Performance-based Company Bonus Scheme
- Incentive Shares Scheme

About Leucid Bio Ltd

Leucid Bio is a London, UK based, private biotech company seeking to deliver truly innovative, life-changing therapies for our patients. Our vision as a company is to build a major specialist biopharmaceutical company bringing transformational therapies to improve treatment outcomes and save the lives of patients with refractory cancers, based on engineered CAR T-cells.