

**Position**

Business Development, Manager or Director

The Business Development Manager will be accountable for supporting day-to-day operations related to Business Development and Licensing. This activity is coordinated in conjunction with internal and external stakeholders, including the internal licensing and strategy teams, and existing and potential partners both locally and internationally. This position will report to the Executive Managing Director of the Business Development and, it is a full-time position.

Location: Pangyo, Korea or Orinda, CA, USA

Job descriptions & responsibilities**Out-Licensing:**

- Both lead and support activities relating to the search and contacting new potential partners for out-licensing of internal R&D assets;
- Give presentations about the Company and individual drug programs;
- Facilitate potential partners' evaluation/due diligence process by working closely with the various internal departments;
- Review contracts including CDA (NDA), MTA, term sheets and definitive agreements

In-Licensing:

- Closely work with the licensing and strategy team for search and evaluation of potential in-licensing opportunities;
- Facilitate Company's evaluation/due diligence process by working closely with the various internal departments and maintaining an active communication channel with the potential partners;
- Review contracts including CDA (NDA), MTA, term sheets and definitive agreements

Alliance Management:

- To serve as the main point of contact for existing partners, both domestically and internationally, and work closely with various internal departments to resolve any outstanding issues

Qualifications

- MS degree or Ph.D. degree in biology, pharmacy or biotechnology related (Ph.D. preferred)
- A minimum of 5 years of Business Development experience at pharmaceutical or biotech companies.
- Knowledge of the drug development and commercialization process in a scientific field such as biology, biotechnology or pharmacy, with either a master's or Ph.D. degree.
- Excellent communication skills both verbal and written are required; both Korean and native English.
- Strong problem-solving skills with the ability to focus on time-sensitive objectives and proven flexibility adapting to a rapidly evolving workload.
- Excellent IT skills, particularly MS Office Excel, Word, Project and ability to track costs/budgets/financial reporting relating to project execution.
- Able to communicate and work with cross functional team, internally and externally.

Skills/Abilities

- Understanding of drug development and partnering processes.
- Self-motivated, assertive and able to function independently or as part of a team.
- Strong interpersonal and negotiation skills as well as strong verbal and written communication (including presentation of materials to internal teams and external partners).
- Proven problem solving and decision-making skills and must be able to work under minimal and at times no supervision, determine personal work plan, and schedule tasks and activities.
- Ability and willingness to travel.