



Position Description

Vice President, Business Development and Alliance Management

At Sesen Bio, we are committed to renewing life for people with cancer. We are a late-stage clinical company advancing fusion protein therapies based on our Targeted Protein Therapeutics platform. Our lead program, Vicinium™, also known as VB4-845, is currently in a Phase 3 registration trial, the VISTA Trial, for the treatment of high-grade non-muscle invasive bladder cancer. Twelve-month data from the trial are anticipated in mid-2019. Vicinium incorporates a tumor-targeting antibody fragment and a protein cytotoxic payload into a single protein molecule designed to selectively and effectively kill cancer cells while sparing healthy cells.

Responsibilities

Partnering with Sesen Bio's Chief Executive Officer, this individual will create innovative and competitive business opportunities for the company. Grasping the drug development and commercialization process, the Vice President will define and execute a strategy to optimize the global commercialization of Sesen Bio's capabilities. Possessing the external contacts to ensure ample access to potential partners and collaborators, he or she will optimize opportunities to influence Sesen Bio and increase shareholder value accordingly.

- Working with the senior team, identify a strategy for engaging potential partners; develop a framework and criteria to support decision making.
- Lead or be a key participant in sourcing, diligence, and transaction execution to bring in US/OUS partners.
- Develop a thorough understanding of the competitive landscape and regulatory requirements necessary in geographies of interest.
- Develop and provide regular presentations in various forums, ensuring the right participants are involved to best represent Sesen Bio.
- Create buy-in across the senior team. Identify and develop relationships with prospective partners. Represent Sesen Bio in both scientific and business discussions with prospective partners.
- Provide thorough analysis and assessment of terms for partnership agreements. Develop frameworks to enable the Company to make value-maximizing investment decisions in its portfolio.
- Represent Sesen Bio at certain Partnering conferences, Board meetings, and with other external stakeholders.
- Negotiate agreements; work closely with legal and finance to collaborate on deal structure.
- Manage alliance relationships.
- Build a team of professionals who represent Sesen Bio's culture and values.

Requirements



This role requires both previous global business experience and a track record of success working in a newly commercial life science organization. An MBA and an advanced degree, or equivalent work experience, in science or medicine is strongly preferred. Additionally, candidates must have previous employment experience at either a biotechnology / pharmaceutical company, management consultancy, or other similar environment. He or she will be an excellent leader with a strong technical rounding and superb business acumen, having demonstrated strategic skills in developing and articulating innovative business plans, novel financial models and creative commercial opportunities.

Important skills / capabilities:

- High level of energy, intelligence, and leadership
- Familiarity with late stage drug development and launch experience
- Capable of synthesizing, organizing and disseminating scientific and business information
- Strong platform skills
- Sound financial acumen and ability to properly evaluate various financial contractual modeling
- Strong commercial planning background and ability to assess partners strategic business capabilities
- Ability to operate in a high energy, passionate environment
- Desire and track record of contributing in a team environment; capable of coordinating across functions from a variety of functions and backgrounds
- Ability to operate strategically, and execute on defined goals
- Desire to be part of a team and organization where culture matters
- Incumbent will bring additional stature to Sesen Bio, representing the Company with exceptional professional presence while providing experience and expertise, complementary to the rest of the management team.