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## *Head of Business Development (M/F)*

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### **About the company**

ActoBio Therapeutics is an innovative biotechnology company, pioneering a new class of microbe based ActoBiotics® biopharmaceuticals that enable expression and local delivery of disease-modifying therapeutics, and can deliver combinations of therapeutic proteins, targeting multiple disease pathways. The ActoBiotics® platform produces biologics through oral or topical administration with treatment applications across many diseases including oral, gastrointestinal, and autoimmune/allergic disorders. This cost-effective approach is being developed to provide safer and more efficacious treatments than injectable biologicals. ActoBio Therapeutics has a strong R&D pipeline with the latest stage candidate in Phase 2b and an extensive portfolio of candidates ready for clinical development across a number of potential indications

ActoBio Therapeutics houses a unique blend of highly motivated and inspired experts, creating an environment of enthusiasm and expertise, which makes ActoBio Therapeutics the game changer.

ActoBio Therapeutics is seeking motivated experts that have a great interest in innovative molecular and strategic thinking.

To strengthen our ActoBio Therapeutics team; we are looking for a

## **Head of Business Development**

### **Job description**

The candidate will support the ActoBio leadership by scouting, evaluating and analyzing new business opportunities, such as in/out licensing, collaborative research and development agreements and joint ventures, within the Life Science industry. He/she will be responsible for expanding the company's presence in desired markets on a global level including emerging markets, and the development and expansion of new business opportunities among established partnerships and prospective collaborators/investors for ActoBio's technology platform and R&D programs.

As Head of Business Development, we are looking for an experienced expert that will:

- Scout and identify new partnering and sales opportunities that leverage ActoBio's capabilities, technology and product portfolio.
- Present ActoBio's technology, capabilities and product development results and opportunities to potential and existing strategic partners/investors.
- Define strategies for identifying target markets and competition to grow the Company's global presence.
- Represent the Company in emerging and established markets by networking with potential business partners in the industry to establish relationships and to create collaboration opportunities.
- Engage and enable partners to pursue "win-win" collaborations and models that support and promote ActoBio's strategy. Structure appropriate partner models to achieve mutually beneficial business results and drive execution of related partnership agreements.
- Perform a range of analyses that will include industrial analysis, competitive analysis, and comparative valuation, and monitor analyst reports and public disclosures like the various presentations made at the investor seminars, conferences, etc. and summarizes them for the ActoBio leadership.
- Implement, co-develop and update the organization's corporate messaging across different formats like making presentations and meetings to strategic partners, investors, analysts and brokers.
- Conduct meetings with strategic partners and investors globally

## Profile

- Master/JD/PhD/MD/MBA with minimum of 7 years of relevant professional experience (i.e. corporate or business development, alliance management, life sciences) in the pharma/biotech industry
- A background in science or medicine is preferred. Must have an aptitude to quickly understand new science and technology.
- Demonstrated track record of a wide range of executed transactions. Experience in negotiating and closing a variety of business agreements including joint ventures, licensing agreements, strategic alliances and other types of corporate collaborations.
- Strong business and financial acumen with the ability to evaluate deal alternatives.
- Understanding of the full drug development life cycle, including development, lifecycle management and commercialization.
- Excellent interpersonal communication skills to effectively convey key recommendations to the ActoBio leadership and to explain complex topics in a clear, simple, and concise manner to various audiences.
- Knowledge of market and competitive environment including deal activity and potential opportunities.
- Willingness to travel as per business needs (up to 30%).
- Existing strong relationships with investment community is preferred.
- Proven cross-functional management and leadership skills.
- Candidate must demonstrate that he/she is entrepreneurial, self-motivated, pro-active, organized and able to work with a sense of urgency.
- Maintain a high degree of ethical standard and trustworthiness.
- Highly proficient in presentation skills (Word, Excel, PowerPoint, Outlook)
- Capable of high performance in independent work as well as in team setting.

 **We offer**

We offer an exciting fulltime job in a dynamic research environment and a competitive remuneration package with attractive fringe benefits.

Do you have the qualifications for this job opening and are you up to the challenge of joining our young and enthusiastic team? If so, please send your application in English by e-mail to:

[IA.jobs@actobio.com](mailto:IA.jobs@actobio.com)

 **Address**

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More vacancies at:

[www.actobio.com/Home/Careers](http://www.actobio.com/Home/Careers) and <https://careers.dna.com/>