

Secarna Pharmaceuticals is the leading independent European next-generation antisense drug discovery and development company addressing high unmet medical needs in immuno-oncology and immunology, as well as viral, neurodegenerative and cardiometabolic diseases. Secarna's mission is to maximize the performance and output of its proprietary LNAplus antisense oligonucleotide discovery platform, as well as to develop highly specific, safe, and efficacious best-in-class antisense therapies. With over 20 discovery and development programs, including both proprietary pipeline projects and partnered programs, Secarna focuses on targets in indications where antisense-based approaches have clear potential benefits over other therapeutic modalities.

We are looking for you as

Senior Manager / Associate Director Business Development (f/m/d)

What we offer:

We offer an exciting, versatile, and diverse role in a highly professional, cooperative, and appreciative environment, where you can actively help shaping growth and success of the company. We are a small team of enthusiastic and pragmatic biotech experts, with a flat organization, a competitive salary, flexible working hours, and last but by no means least a highly 'win together' company culture. As a leading company in the antisense field, we strive to hire, build, and keep our employees long-term.

Your tasks:

- Identify, initiate, negotiate and manage independently new partners for Secarna's technology platform or proprietary pipeline projects by successfully closing collaboration & license agreements.
- Prepare, lead, and conduct CDA, term sheet, and contract negotiations up to contract signature.
- Build relationships with R&D, medical and commercial experts as well as executives at partner organizations.
- Optimize contracts, alliance management and relationship management of existing partners.
- Participate in scientific and business development conferences to identify new collaboration partners and understand the competitive environment.
- Provide market intelligence / market research within Secarna's technology and indication environment as well as prepare technology / program / pitch presentations, project NPV calculations and business plans.
- Understand customers' needs and challenges to identify new areas of value creation for Secarna's technology platform and proprietary programs

Your profile:

- MD or PhD in life sciences; MBA or comparable BD practical business experience is a plus.
- At least two years of professional experience in a comparable position with a focus on technology or early-stage product licensing (in- and out-licensing), negotiation, deal execution or Alliance Management.
- International network in the pharmaceutical and biotech industry.
- Strategic thinker and self-starter, willingness to travel.
- Business fluent in English, basic knowledge in German as a plus.
- High degree of entrepreneurial thinking.
- Expertise in building and maintaining senior-level relationships.
- Self-reliant, independent, and hands-on.
- Intrinsic motivation to learn on new technologies, indications, and new product development.

Your perspective:

- An exciting job in a dynamic and enthusiastic biotech team which is working in one of the most exiting areas of new targeted therapeutics.
- The unique opportunity to meaningful contribute to the development of future medicines.
- A friendly and cooperative atmosphere based on true partnership.
- Flat hierarchies, pragmatic and quick execution / decision-making.
- Individual training opportunities.

Interested? Please send us your complete application documents (cover letter, curriculum vitae, last reference) via the [online platform](#).

We look forward to receiving your application!

Secarna Pharmaceuticals uses the "Recruiter on Demand" Service of Constares. This vacancy is managed by a Constares recruiter. If you have any initial questions, please do not hesitate to contact Ms. Elizabeth Papadopoulos by phone at + 49 89 124146208 or by mail at elizabeth.papadopoulos@constares.com.