



Associate Director / Director, Business & Corporate Development

Quince Therapeutics, Inc. (Nasdaq: QNCX), is a biopharmaceutical company advancing innovative precision therapeutics targeting debilitating and rare diseases.

Position Purpose

Reporting to the CBO, the Associate Director / Director, Business & Corporate Development, will work closely with cross functional partners and the executive management team to advance initiatives that support Quince's corporate vision and goals. These initiatives include buy-side activities, sell-side activities, and corporate strategy projects. This role will be primarily responsible for search, evaluation, diligence, and transactions for assets / opportunities that advance Quince's product pipeline. This individual will work closely with the CBO and executive management team on select corporate strategy projects and select sell side projects.

Responsibilities

- Identify and prioritize external therapeutic and discovery platform opportunities that support Quince's strategy and nurture scientific and business relationships.
- Work with functional due diligence teams to thoroughly evaluate external programs, including the most important opportunities and risks associated with the research, development, manufacturing and commercialization of the product opportunities
- Triage opportunities for further internal review based on quality of the science, commercial opportunity and the fit with corporate strategy.
- Follow up on all partnership activity, including tracking, documentation and status reporting of all collaborations along the business development pipeline.
- Develop and maintain competitive landscape to prioritize actionable BD opportunities through a strong understanding of disease biology, treatment paradigms, and emerging therapies in Quince's therapeutic areas of focus.
- Working closely with R&D, commercial and finance, draft development plans and build the business case for the BD opportunities.
- Assist with ad hoc requests from the management team and Board.
- Assist Board slide process
- Working closely with the CBO, structure and negotiate licensing, collaboration and acquisition agreements, including drafting term sheets and working closely with corporate and IP legal to negotiate definitive contracts
- Work with internal research, development, commercial and financial analytics experts on evaluation, due diligence and initial product development plan for proposed transactions. This includes supporting the overall product evaluation process, including clinical/scientific assessments, evaluation of the commercial opportunity, analysis of the competitive landscape, and financial modeling

Qualifications

- B.S. degree in biological sciences; MBA and/or PhD
- Minimum of 4 years experience in a biotech or pharmaceutical company

- Robust understanding of the full drug development process, lifecycle management and commercialization of therapeutics
- A thorough understanding of the process of due diligence and asset valuation combined with a strong scientific and business acumen.
- Solid network and reputation in the biopharmaceutical arenas.
- Excellent written and verbal communication skills
- Excellent leadership/influencing skills. Adept at managing internal stakeholders (e.g. R&D, commercial, etc.) and external communications
- Ability to prioritize multiple projects to meet business needs
- Track record of driving from inception to execution including valuation, diligence, deal engineering and leading negotiations with particular emphasis with pursuing and closing “buy side” value-creating deals with biopharmaceutical companies.
- Excellent analytical and organizational skills with the ability to make sound business judgments.
- An ability to embrace teamwork and collaboration.
- Ability and willingness to travel.
- Energetic, resourceful self-starter with high integrity, strong executive presence and the ability to work effectively in a dynamic, entrepreneurial environment