

Job Description: Senior Vice President, Business Development

The Role

At Inoviv, we are seeking a motivated and talented Senior Vice President (SVP) of Business Development. Reporting directly to the CEO, you will build and execute our business development strategy for large pharmaceutical clients and promote our technology within the scientific community. You will sell our new patent-pending assays for neurodegenerative diseases, our first of its kind COVID-19 Predictive Disease Severity Test, and assays in various other indications (kidney disease, liver disease, oncology, others).

You will be a crucial team member with the power to make a real, tangible impact on the company and influence how we grow the business. You will also be eligible for employee share options, meaning you will own part of the company. We are based in central London and are open to flexible, home-based and office-based working.

Title and remuneration dependent on experience.

The key responsibilities of a Business Development SVP include, but are not limited to:

- Develop and execute the company's large pharma business development strategy
- Identify and pursue new business opportunities and strategic partnerships, leading all aspects of the sales cycle
- Build and maintain relationships with key stakeholders in the pharmaceutical industry and scientific community more broadly
- Lead negotiations and close deals
- Lead discussions related to biomarkers and corresponding disease pathways, mass spectrometry-based proteomics, and the benefits of our platform to deliver diagnostic, prognostic or treatment efficacy biomarkers for clinical trials
- Collaborate with cross-functional teams to ensure successful implementation of partnerships
- Monitor scientific and market trends to identify new business opportunities
- Provide leadership and mentorship to business development team members
- Potentially line management responsibilities

The Company

Our mission is to accelerate the world's transition to precision medicine, through application of our omics technologies to drug development and healthcare.

60% of therapeutics don't work and over 92% of clinical trials fail. This causes millions of deaths each year as well as over \$100bn lost for the pharmaceutical industry. Using our new targeted proteomics platform, we are able to establish the unique molecular signature of each patient's disease. This increases clinical trial success rates and ultimately

helps deliver drugs to patient responders in healthcare settings. We have pharmaceutical clients in the US, Europe and Asia.

We are supported by academic and commercial advisors from Oxford University, Imperial College London, King's College London, Charité University Hospital and MolecularMD (ICON). We are also backed by the world's leading talent investor, Entrepreneur First.

The Person

The key skills and qualities of a Senior Vice President, Business Development:

- Proven relationships with large pharmaceutical partners who operate in CNS disorders, preferably in neurodegenerative diseases
- Experience as a senior sales leader in life sciences, having signed commercial partnerships of significant value (\$2M+) in large pharma
- Understanding of neurodegenerative diseases, with a strong relevant academic background
- PhD or equivalent experience in biochemistry/ molecular biology/ similar
- Strong understanding of the pharmaceutical industry and the role of biomarkers in clinical trials
- Familiarity with analytical techniques, such as mass spectrometry or immunoassays
- Experience with complex stakeholder management
- Strong presentation, communication and negotiating skills
- A passion for generating new business from scratch
- Commitment to the company's mission

If you would like to join this exciting, forward-thinking company and take the next step in your career, then please get in touch at careers@inoviv.com to find out more.