

Job Description: Head of Commercial Strategy & Business Development

The Role

At Inoviv, we are seeking a motivated and talented Head of Commercial Strategy & Business Development. Reporting directly to the CEO, you will develop our strategy to achieve rapid revenue growth in the pharmaceutical industry over coming years. You will lead our Business Development team, selling 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, 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 Head of Commercial Strategy & Business Development include, but are not limited to:

- Develop and execute the company's commercial strategy to grow revenue rapidly from ~\$1M p.a. to \$20M+ revenue p.a., through several rounds of venture funding
- Develop and implement strategies to improve the company's commercial performance over time, including new business development, account management and marketing
- Lead the Business Development function; manage and mentor a team of business development professionals; hire new team members to ensure continued growth
- Monitor scientific and market trends to identify new business opportunities and to adapt commercial strategy accordingly
- Develop and maintain relationships with key stakeholders and partners

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 Head of Commercial Strategy & Business Development:

- 5+ years experience as a director, SVP or CCO level or equivalent responsible for growing sales/ revenue at a venture-backed biotechnology company
- Demonstrated success developing new business strategies that have achieved rapid revenue growth, including introducing new products to market
- Experience at each stage of the sales cycle
- Experience negotiating and winning complex deals of significant value (\$2M+), ideally with large pharma companies
- Proven leader and people manager, with experience of interviewing and hiring new team members
- Deep understanding of the pharmaceutical industry and the role of biomarkers in clinical trials
- Preferably strong understanding of the analytical testing market, including analytical techniques such as mass spectrometry and immunoassays
- Preferably PhD or equivalent experience in biochemistry/ molecular biology/ similar
- Proteomics (or omics) experience is highly desirable
- Strategic, entrepreneurial, and commercially minded

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.