

Sr. Director/Director - Global Business Development

Cranbury/Newark, NJ, US

Worker Category: Active - Regular full-time

Now is an exciting time to join Rafael Pharma, a leading late stage Oncology company. Our focus is the patient “One Patient At A Time”.

We are a company united by strong values – passion, customer focus, innovation, adaptability and integrity. Our values reflect the way we strive to improve the quality of life for patients, and are at the heart of our company’s success and future growth.

We continue to seek passionate, dedicated, and solutions-oriented people – and consistently ensure that our people develop their talent. If Rafael Pharma is to realize its vision, we need people who think innovatively and act with integrity.

We currently have an opening for, Sr. Director/Director, Business Development in our Cranbury/Newark NJ office.

In addition to developing its lead Cancer Metabolic molecule CPI 613 Rafael is looking to increase its breadth through co-development, partnering and acquisitions. The Sr. Director/Director of Business Development in Rafael will be responsible for driving, managing and facilitating business development activities in close collaboration with the Senior Management Team. The position will report to the CEO.

Role and Responsibilities:

- Oversee and evaluate strategic business opportunities: co developments, acquisitions, partnerships, alliances, licenses, and/or joint ventures that fit within the overall corporate strategy, business plan and product portfolio
- Lead and coordinate due diligence activities in close association with senior management
- Establish and maintain business relationships, with deep interaction, project management, and partnership with R&D, medical affairs, finance, and legal
- Drive the technical and market assessment analysis to assess relevant opportunities for BD in US/OUS and secure it is anchored in the corporate strategies in close collaboration with relevant stakeholders
- Collaborate on review and provide input on proposals, business cases, negotiate terms of agreements, driving towards decisions
- Actively scout, network with industry contacts and proactively look for new opportunities that fit the strategy including participation in relevant conferences and events to support the scouting process
- Secure opportunities are evaluated in accordance with guidelines and reflect the US market intelligence
- Support Global Business Development in preparing business cases and participating in the negotiation of global transactions for Rafael
- Maintains highly informed, current and comprehensive business development knowledge on key market dynamics and emerging trends in the field of Oncology

- Complete all company-based and job-related training as assigned by Rafael Pharma within the required timeline
- Additional duties as assigned by the Management

Required Skills:

- Science or Business Degree; MBA and/or PhD preferred
- VC experience a plus
- Strong and established network in the Oncology Business Development community, including pharmaceutical companies, biotech, research institutions and venture capital
- 10+ years of experience in a Pharmaceutical company with a minimum 3+ years in a Business Development role
- Experience in leading and collaboration with cross-functional teams with strong interpersonal skills and ability to multitask
- Proven deal sheet
- Strong commercial skills with a strong understanding of the global market for prescription medicine
- Strategy Development - Proficient in developing business strategies and communicating and ensuring its implementation
- Ability to understand and work with financial models

- Understanding and commitment to teamwork
- Strong negotiation skills; ability to persuade/influence and effectively gain agreement; resourceful and creative problem-solving skills
- Networking and persuasion skills to build and maintain relationships – both internal and external
- Communication - use communication techniques (oral or written) at a high level, in a broad range of non-routine situations and to a variety of audiences, taking into consideration their motivation, needs and behaviors.

About Rafael Pharmaceuticals:

Rafael Pharmaceuticals, Inc. is a privately held, clinical stage, oncology-focused pharmaceutical company, established in 2002. It is committed to the development and commercialization of therapies that exploit the metabolic differences between normal and cancer cells. Company's flagship molecule CPI-613 is developed in 'Altered Energy Metabolism-Directed (AEMD)' platform. CPI-613 is in late stage of clinical development for multiple hematological malignancies and solid tumors. It has shown excellent safety and promising efficacy profile as a single agent, as well as in combination with standard therapy in Phase II clinical trials in relapsed or refractory patient population. Rafael also has an outstanding leadership team highly experienced in oncology development and commercialization. Several team members were associated with successful development and global launch of oncology products in the past.

Rafael is committed to equal employment opportunity and non-discrimination for all employees and qualified applicants without regard to a person's race, color, sex, gender identity or expression, age, religion, national origin, ancestry, ethnicity, disability, veteran status, genetic information, sexual orientation, marital status, or any characteristic protected under applicable law. Rafael is an E-Verify Employer in the United States. Rafael will make reasonable accommodations for qualified individuals with known disabilities, in accordance with applicable law. Any applicant requiring an accommodation in connection with the hiring process and/or to perform the essential functions of the position for which the applicant has applied should make a request to the recruiter or hiring manager, or contact Talent Acquisition at Rafael Pharmaceuticals.