

Director/Senior Director, Business Development

Bolt is seeking an experienced Business Development professional to partner with the Chief Business Officer on Business development activities, including partnerships, licensing deals, alliance management and business input on its product programs.

RESPONSIBILITIES

- Evaluate and manage new strategic business relationships, including partnerships, alliances, key contract providers and/or licensing collaborators
- Execute collaborations between Bolt and big pharma and/or biotech counterparties
 - Participate in establishing transaction criteria
 - Provide fundamental financial and transaction analysis to support negotiations and assess financial attractiveness of different deal structures
 - Research and identify target companies.
 - Determine how to best position the Bolt opportunity with target companies
 - Lead meetings presenting the opportunity and or conducting/providing due diligence
 - Negotiate final contracts
- Negotiate various agreements with third parties to meet Bolt's business and product development goals and support the development and commercialization of its product programs (CDAs, MTAs, consulting agreements, license agreements, service agreements, clinical studies agreements, etc.)
- Provide Business development support or financial analyses as useful and appropriate for various other business initiatives in concert with R&D, Clinical, Finance, and Legal colleagues and pursue transactions of interest to Bolt
- Develop and maintain effective working relationships and cross-functional communication across multiple partners and internal stakeholders
- Serve as primary point of contact with partners and external collaborators. Establish and cultivate relationships with external collaborators and experts to bring forward innovative ideas and forward Bolt's business interests

REQUIREMENTS

- Minimum 7-10 years' experience in business development in the biotechnology / pharmaceutical industry, including a deal sheet demonstrating lead role in execution of multiple transactions
- Exceptional interpersonal skills, including strong presentation and negotiation experience
- Solid understanding of the drug development process from research through commercial stage and demonstrated ability to effectively collaborate with R&D leadership
- Meticulous attention to detail and ability to successfully lead and manage multiple projects of varying complexity
- Team player willing to undertake any appropriate task to help Bolt build value
- Additional experience in drug development alliance management, project management, and/or life science focused strategy consulting preferred
- Strong financial modeling experience and capability strongly preferred.
- Bachelor's degree in life sciences, with advanced degree (MBA, MS, and/or PhD) desirable
- Open and flexible to working environment with the ability to work from Bay Area office or home office (e.g., East Coast, West Coast,) remotely (subject to what business interactions may demand)