

Head of Business Development, Zurich

Rejuveron is a company that develops and invests in drugs and technologies which have the potential to significantly prolong human lifespan. We are seeking a highly motivated **Head of Business Development** to negotiate and execute business development transactions, including collaborations, licenses and investments of preclinical/early stage assets.

We are looking for an energetic and experienced **negotiator** who is innovative, decisive, results driven – a creative problem solver who is both strategically and tactically focused. This is a unique opportunity as not only will you play a key role in the transactions, but also be involved in building companies, act as Alliance Manager and oversee the activities and performance of all Rejuveron Holding companies.

Key Responsibilities:

- Developing deal structures and financial terms, and leading negotiations of term sheets and contracts with potential partners for preclinical/early stage assets
- Sourcing new therapeutic opportunities that are consistent with the company's scientific and business objectives, including preparing in-depth opportunity landscapes, attending scientific and partnering conferences, and networking with biotechs, academia and biopharmaceutical companies
- Driving decision-making and the deal process
- Leading strategic assessments and cross-functional due diligence reviews
- Involved in strategic portfolio decision on prioritisation of company building together with external collaborators

Experience and education requirements:

- Advanced degree required, MBA an advantage
- 10+ years business development and transactional experience with a track record of leading and successfully completing complex or high impact transactions in preclinical/early stage assets, deal sheet demonstrating experience
- In-depth knowledge of the drug research and development process
- High emotional intelligence and ability to forge relationships internally, as well as externally
- Ability to “read a room” and adjust course “on the fly”
- A desire to be part of a highly innovative company aimed at transforming the lives of people with serious diseases
- Superb oral and written communication, interpersonal, influence and negotiation skills
- Contribute positively to the culture of a small, mission-oriented, collegial team

Rejuveron offers competitive compensation package with stock options, incl. benefits, a thriving workplace with a stimulating environment and the opportunity to broaden your horizon. For consideration, please submit your resume and cover letter referencing the job title to careers@rejuveron.com. Please note that we can only accept applications from people that have a valid EU work permit.