Title: Vice President of Development
Reports to: CEO
Department: _____
Location: Norwalk, CT

Position Overview: The MMRF is searching an individual who will partner with the CEO, CFO and SVP of Research and other Executive Team members, who will be able to integrate the Science, Business and Technology as the MMRF develops and executes its strategy over the next several years. The Vice President of Development will manage, direct, administer, and coordinate business development projects, partnering and collaboration programs and initiatives to assist in the acceleration of drug development. This individual will build relationships in the scientific community.

Essential Functions:
- Build collaborative partnerships with related entities or companies in the diagnostic, information technology, social media, healthcare provider or other sectors that augment and accelerate Foundation research or scientific programs.
- Build business partnerships with scientific and business leaders in biopharmaceutical industry and service providers.
- Identifies trendsetting ideas by researching industry and related events, publications, and announcements; tracking individual contributors and their accomplishment
- Creates solutions to business problems and works on pre-defined projects
- Identify specific prospects/partners to approach while communicating the specific value proposition for their business and use case.
- Work closely with the partner ecosystem to ensure they are successful using our services, making sure they have the technical and GTM resources required
- Understand the technical requirements of our strategy and work closely with Leadership teams to guide and execute initiatives.
- Closely collaborating with internal cross-functional stakeholders to develop and implement the BD strategy for priority focus areas
- Sourcing new Myeloma therapeutic opportunities that are consistent with the company's scientific and business objectives, including preparing in-depth opportunity landscapes and developing a network of business contacts in academia, venture capital, and the biotech/pharmaceutical industry
- Leading assessments and cross-functional due diligence teams in evaluating the scientific merit and strategic fit of BD opportunities, and making presentations and recommendations to senior management
- Develop and recommend proposed deal structures and terms, and negotiate term sheets and agreements with potential partners
- Understand and exploit the use of salesforce.com

Minimum Qualifications:
- A combination of a solid background/education in business and science with an aptitude to quickly understand new science and technologies
- An MBA, JD, MD, or PhD in cancer biology or other relevant field, or at least 7 years of relevant experience in the biotechnology/pharmaceutical industry
- Broad knowledge of oncology drug discovery process and early clinical development is desirable.
- Excellent project management, planning, organizational and interpersonal skills as well as outstanding verbal and written communication skills.
- High energy and self-directed with the ability to rapidly integrate the organization's culture
- Strong verbal and written communications skills are a must, as well as leadership skills. Demonstrated ability to work effectively across internal and external organizations is key

Interested applicants please send your cover letter and resume to hr@themmrf.org

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The Multiple Myeloma Research Foundation is a non-profit organization.

The MMRF is an equal opportunity employer. All employment decisions are made without regard to race, color, age, gender, gender identity or expression, sexual orientation, marital status, pregnancy, religion, citizenship, national origin/ancestry, physical/mental disabilities, military status or any other basis prohibited by law. EOE, M/F/D/V