



Vice President, Business Development

Location: Seattle, WA

VLST discovers and develops novel therapeutics for the treatment of inflammatory and autoimmune diseases. Disease areas in which the company's therapeutics may have utility include multiple sclerosis, lupus, cardiovascular disease, diabetes, and obesity. The company has identified a number of novel disease targets and is currently evaluating these targets for their therapeutic potential in relevant preclinical disease models.

Job Description: The candidate will play a key role in the company with responsibility for the development of partnerships for the company's proprietary technology and therapeutics. This includes developing a business development strategy, market potential analysis, analyze new market opportunities, P&Ls, etc. The candidate will provide leadership in the planning, designing, due diligence and implementation of strategic business objectives.

Responsibilities: Evaluates and proposes new strategic opportunities, including, in-licensing, out-licensing and M&A opportunities. The candidate must be able to represent the company to a variety of audiences, including board members, business development community, potential partners and internal scientific staff. In conjunction with senior scientific staff, plan and evaluate projects by determining market opportunities and financial viability. The candidate will also be responsible for post-deal management.

Qualifications:

1. The candidate must have extensive corporate strategy and business development experience in the biotechnology/pharmaceutical industry. He/she must have the technical, commercial and financial skills to independently evaluate the business and/or product opportunities.
2. The candidate must be able to work with scientific staff to gain sufficient knowledge necessary to identify, assess and prioritize potential applications from VLST's platform and therapeutic partners.
3. Preferred deal experience should include:
 - Technology Agreements
 - Joint Ventures
 - Collaborative Research Relationships
 - Strategic Alliances

VLST

Reference Job Code: **07-042VLST – Vice President, Business Development**

Attn: Human Resources

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