

Position: Associate Director/Director, Alliance Management

At X-Chem, we are seeking a highly motivated Research Alliance Manager to drive external partnerships and alliances. The candidate will work as a member of the Alliance Management team, Scientific Management and Business Development to establish collaborations, create project plans with corresponding timelines and milestones, align project objectives and strategies and drive successful execution of projects. The position will be located in Waltham, MA.

Key Responsibilities:

- Builds and maintain relationships across X-Chem teams and with external partners. External partners may include pharma, biotech, CROs, academic labs, X-Chem spin-out companies or other discovery technology partners.
- Actively works with project teams, collaboration steering committee members, business development and management to identify strategies to ensure long term, expanding partnerships including identifying opportunities for new business, deepening scientific relationships and identifying decision making champions in collaborator companies.
- Liaise with Business Development, Legal, Research Operations and other teams to develop processes and match contractual terms with existing internal processes and compliance.
- Collects and compiles project information through various reporting systems and ensures accuracy; communicates appropriately to the internal/external partners to drive our science and meet obligations on time.
- Evaluates project plans on a routine basis to identify resource / schedule conflicts. Brings these to the attention of the Research Strategy and Executive Team and provides recommendations for decision making.
- Partner w/ Scientific Leadership & Management Teams to forecast workload and identify resource needs for research projects and contribute to the annual budgeting process.
- Works with internal and external collaborators to develop agenda and lead governance meetings to develop and further collaborations.

Knowledge, Skills and Abilities

- Demonstrated strategic leadership, planning and change management skills.
- Ability to demonstrate a high level of diplomacy in persuading and influencing a wide variety of people at various levels to achieve results.
- Excellent strategic planning skills.
- Excellent communication skills. Able to influence people, solve problems, trouble shoot, think creatively and resolve conflicts.
- Advanced financial expertise in accounting, budget planning, and financial forecasting.
- Effective interpersonal and political acumen skills with the ability to cultivate strong collaborative relationships.
- Ability to navigate contractual grey space to negotiate mutually beneficial outcomes
- Attention to detail and accuracy.
- Expert analytical and problem solving skills.
- Ability to adapt to change while maintaining timely delivery of portfolio goals

Desired Qualifications:

- Educated to PhD level, preferably in a scientific or technical field and potentially MBA
- Minimum of 2-3 years of experience in alliance management and/or business development in the biopharmaceutical industry or a major research university.
- Experience in a cross-functional leadership role within a drug discovery research organization, including working with technical and non-technical staff.

- Demonstrated experience in all technical aspects of preclinical drug discovery.
- Understanding of discovery and development stage program design
- In-depth knowledge of emerging technology, trends, methodologies, and resource management principles pertaining to biopharmaceutical drug development.
- Ability to synthesize and concisely articulate technical and scientific methodologies, specifications, and information.
- Advanced oral, written and analytical skills exhibiting fluency in relevant scientific fields and biopharmaceutical drug discovery and development.
- Ability to influence and establish effective working relationships in a diverse environment, including the ability to motivate and mentor faculty, staff, and collaborators without direct reporting authority.
- Resolve complex issues quickly and make decisions that meet objectives in a collaborative culture.
- Experience in establishing and monitoring short and long term strategic plans
- Experience managing CRO relationships.

About X-Chem: X-Chem is a privately held biotechnology company whose mission is to harness the power of DEX technologies to create medicines that transform patients' lives.

X-Chem offers a stimulating, casual, and fun working environment; plus a competitive salary and benefits package, stock option incentives, and the opportunity for all employees to grow with the Company. X-Chem is an equal opportunity employer that complies with all applicable national, state and local laws governing nondiscrimination in employment as well as employment eligibility verification requirements of the Immigration and Nationality Act. All applicants must have authorization to work in the United States.

No Employment Agencies please, the Company is not responsible for any fees related to candidates that are unsolicited.

Job Code – **KRP39** (Use Job Code in subject line of all communications)

Apply Now

- **Company** [X-Chem, Inc.](#)
- **Contact Name** Human Resources
- **Email** careers@x-chemrx.com
- **Position Location** Waltham, MA
- **Position** Associate Director/Director, Alliance Management
- **Minimum Preferred Education** PhD
- **Years of Experience** 2-3
- **Availability** Immediate