

Job Title: Associate Director/Director, Alliance Management

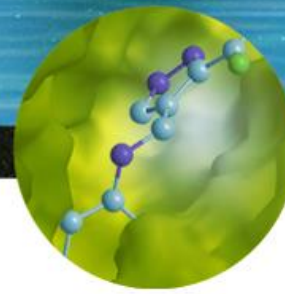
Job Type: Full-Time

The Opportunity:

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:

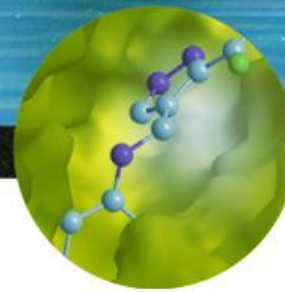
- Builds and maintain relationships across X-Chem teams and with external partners. External partners may include pharma, biotech, CROs, academic labs, X-Chem spin-out companies or other discovery technology partners.
- Actively works with project teams, collaboration steering committee members, business 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.

Required Skills and 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 nontechnical 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, Inc. is a privately held biotechnology company based in Waltham, Massachusetts, established in 2009 to apply its innovative drug discovery capabilities to the generation of novel small molecule therapeutics.

Our chemical strategy can be applied broadly to most targets in any therapeutic area, including the most challenging ones. We have built a strong team of leading experts with proven track records in innovative drug discovery and biotechnology partnering.

Why join X-Chem?

X-Chem offers highly competitive compensation based on prior experience and qualifications as well as comprehensive benefits in order to best support our people. Benefits we offer includes: 100% Paid Medical, Dental, STD/LTD and Life Insurance; 12 Paid Holidays; 22 days PTO; Tuition Reimbursement; Stock Options; Flexible Spending account for both medical and dependent care; weekly social hour; Summer Hours and company events. Our work environment includes casual dress, bike storage, free parking, and wellness perks.

EEO Statement

X-Chem is an equal opportunity employer and all qualified applicants will receive consideration for employment without regard to race, color, religion, sex, national origin, disability status, protected veteran status, gender identity, sexual orientation, pregnancy and pregnancy-related conditions, or any other characteristic protected by law.

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Contact Name Adam Miller (Senior Talent Acquisition Specialist)

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Position Location Waltham, MA

Position – Associate Director/Director, Alliance Management

Minimum Preferred Education - PhD

Years of Experience – 2-3

Availability - Immediate