

## **Position: Associate Director / Director, Alliance Management**

At X-Chem, we are seeking a highly motivated Associate Director/Director of Alliance Management to drive external partnerships and alliances. The candidate will be part of the Business Development and Alliance Management group and will work closely with scientific project teams to establish and oversee discovery collaborations. This entails the creation of project plans with timelines and milestones, overseeing project objectives and driving their successful execution. The position will be located in Waltham, MA.

### **Key Responsibilities:**

- Build 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 work 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.
- Collect and compile 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.
- Evaluate 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.
- Work with internal and external collaborators to develop agenda and lead governance meetings to develop and further collaborations.

### **Knowledge, Skills and Abilities**

- Demonstrated leadership and cross-functional 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 organizational and planning skills.
- Excellent listening and communication skills.
- Strong problem solving ability and analytical thinking,
- Experience navigating complex contracts.
- Experience in accounting and budget planning.
- Effective interpersonal and political acumen skills with the ability to cultivate strong collaborative relationships.
- Attention to detail and accuracy.

### **Desired Qualifications:**

- Advanced degree in a scientific or technical field
- 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 technical aspects of preclinical drug discovery.
- Understanding of discovery and development stage program design
- Knowledge of emerging technology, trends, methodologies, and resource management principles pertaining to biopharmaceutical drug development.
- Ability to synthesize and concisely articulate technical and scientific information.
- Advanced oral, written and analytical skills exhibiting fluency in relevant scientific fields and biopharmaceutical drug discovery and development.
- 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.

### **Why you should join us:**

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; Flexible Spending account for both medical and dependent care; weekly social hour and other company events. Our work environment includes casual dress, bike storage, free parking, and wellness perks.

### **About us:**

X-Chem is a privately held biotechnology company whose mission is to apply its innovative drug discovery capabilities to the discovery of compounds against novel therapeutic targets.

X-Chem offers a stimulating, casual, and fun working environment 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.

### **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.

### **Apply Now**

- **Company** [X-Chem, Inc.](#)
- **Job Code** SHP02
- **Email** [shelmling@x-chemrx.com](mailto:shelmling@x-chemrx.com)
- **Position Location** Waltham, MA
- **Position** Associate Director/Director, Alliance Management
- **Minimum Preferred Education** PhD
- **Years of Experience** 2-3
- **Availability** Immediate