

## **Avectas US-Based Chief Business Officer**

### **Background**

Avectas is a privately-owned cell engineering technology business, based in Dublin, Ireland, with a North American Office in Cambridge (MA), enabling the manufacture of cell therapies. Avectas' technology comprises a proprietary delivery solution and device that cause the cellular membrane to permeabilize allowing the delivery of nucleic acids and proteins to cells. In comparison to other technologies such as electroporation and viral vectors, delivery is achieved by chemically mediated reversible permeabilization using a fluid handling process. This produces superior results related to the delivery of molecular cargo and related to improved potency over the other technologies. Next to this, the technology will facilitate multiple gene edits and is cost-effective and scalable. Especially in the field of solid tumours, the technology is well-positioned for the future.

The business is well advanced in developing a closed, continuous cell engineering system for GMP manufacturing. It will be important to think through the future business model which could be to further expand in research and discovery stage businesses, a combination of an in-house proprietary pipeline combined with deep collaboration with a one or more pharma' industry partners or to team up with a CDMO. Interaction with banks, funds, industry associations and participants will be central to developing the business model as well as the continued development of the IP portfolio. In order to drive the next growth stage of the company, Avectas wishes to hire a US-based CBO.

### **The Role**

Avectas would like to attract an experienced Chief Business Officer with a view to enhancing the company's presence on the market in the USA. With an emphasis on Business Development and in addition, strong commercial capabilities and financially competent, the CBO will lead the business development and partnering activities and be responsible for driving the company's efforts in the search and establishment of external partnerships and alliances in cell and gene therapy, as well as raising the profile and visibility of Avectas vis à vis the global and in particular US investor base, in view of funding the further growth of the company.

Key responsibilities will include, cultivating BD relationships, partner selection (which could include licensing deals as well as strategic partnering with therapeutic companies and CDMO's), deal structure and negotiation, resource planning and allocation, business and financial planning for strategic business relationships. He or she will serve as a strategic business spokesperson for Avectas to articulate the business strategy and vision, supporting capital raising and partnering deals.

### **Candidate Profile:**

- Deeply commercial with the successful candidate will have a track record of successfully leading and driving business development initiatives, including out and in licencing in prior roles at biotech/pharmaceutical companies.
- Prior work experience in Immuno-oncology, CAR-T, Gene-modified cell therapy.
- Ideally prior business development experience in bioprocessing technology with leading CDMOs in gene and cell therapy or large market participants.

- Strong record of productivity with external stakeholders such as life-sciences bankers, investors and pharmaceutical companies in business development and licensing and/or M&A.
- Experience in architecting deal structures, leading negotiation and a demonstrated track record in closing deals.
- Strong working knowledge of intellectual property management
- Demonstrated ability to successfully lead and manage a deal team and process.
- Deep understanding of analysis and interpretation of the commercial opportunity for pipeline programs.
- Experience with complex strategic alliances involving co-development and co-commercialization rights and provisions.
- Experience in leading due diligence processes (running data rooms).
- Reputation for productive and transparent negotiation, driving for resolution and results.
- Experience with senior-level leadership of diverse functional groups.
- Experience working in/with emerging growth biotech companies is a plus.
- Excellent network in international large and midsize pharma companies, with a strong focus on the US market.

**Location** The position will be based in the USA on the East Coast