



Job Title: Alliance Manager, Business Development

Company Overview - About Avectas

Avectas is a cell engineering company that has pioneered Solupore[®], an automated, non-viral cell engineering system that enables safe and efficient genetic modification. Solupore[®] accelerates the manufacture of cells for the next generation of immuno-oncology therapies.

Avectas is partnering the SOLUPORE[®] clinical-grade system with cell therapy companies to address emerging cell delivery challenges associated with multiple cell modifications and engineering of limited or fragile cells.

Avectas is a privately-owned company with research facilities in Dublin, Ireland and Toronto, Canada, and an office in Cambridge, MA, USA. Avectas has over 30 worldwide employees and has raised over \$40M in equity financing to date.

Position Overview

The Alliance Manager (AM) is a newly created role within the Business Development team at Avectas. The AM will have responsibility for implementing and managing external research and clinical development partnerships. This position will have a significant role in defining the structure and execution of collaboration agreements with external partners. Additionally, the AM will have the opportunity to identify, negotiate and execute new partnerships. AM internal responsibilities include managing relationships between Business Development, Technical Operations and Research. This role will require technical understanding and is an ideal position for a scientist interested in transitioning from a laboratory setting into a business role.

Role and Responsibilities

The AM combines expertise in science, technology and business to develop and manage complex research collaborations with external partners.

- Serve as key point of contact in managing the day-to-day research relationships with biopharma partners; develops and promotes a culture of partnership, team-work, and scientific excellence within the alliances. Lead cross-functional team meetings with internal and external scientific leadership.
- Coordinate the definition of Statement of Works (SOW) with internal and external stakeholders. Content advisor in collaboration with scientific teams on scope of SOWs.
- Manage, track and optimize all operational aspects of the alliance, including communication, tracking of metrics and deliverables. Engage with the partner on the various day-to-day issues and opportunities arising from the collaborations.



- Build and maintain relationships with key personnel at alliance partner. Regularly communicate with partner alliance management counterpart and other key partner stakeholders as needed. Engage with the partner on the various day-to-day issues and opportunities arising from the collaborations.
- Identify issues as they arise, and work with leadership and other necessary stakeholders to formulate a position/strategy and participate/drive resolution process.
- Working with the CBO, identify and cultivate new business relationships; assist with the negotiation and execution of new business agreements (e.g. license agreements, vendor contracts, research collaborations).

Qualifications

- PhD (preferred) or MSc + 2 years of relevant experience in life sciences, engineering or related fields.
- Exceptional verbal, written and presentation skills.
- Ability to communicate across organizations with different cultures, expertise and priorities.
- Prior experience in gene and cell therapy development with strong interest in new technology, innovative concepts and relationship management.
- Highly organized with the ability to prioritize and effectively manage multiple opportunities with competing deadlines.
- Experience leading and coordinating multi-disciplinary teams in the planning and execution of research projects.
- Demonstrated history of being proactive, agile and perceptive.

Additional Details

Location: Dublin, Ireland; Toronto, Canada, or Boston, MA, USA.

Department/Group: Business Development

Manager: Chief Business Officer

Travel Required: Up to 25%

EEO Statement

Avectas is an Equal Opportunity Employer. All qualified applicants will receive consideration for employment without regard to race, color, religious creed, national origin, sex, age, gender identity, disability, sexual orientation, military service, genetic information, and/or other status protected under law.

How to Apply:

Application should include:

- A letter of interest
- Complete curriculum vitae



All materials should be addressed jobs@avectas.com, please use Alliance Manager as the subject line. This post will stay active until the position is filled. We would like to thank all applicants, but only those selected for an interview will be contacted.