

KYTOPEN

[Kytopen](#) is an MIT startup aiming to transform the cell and gene therapy industries from discovery to commercialization, allowing important living medicines to be developed reliably and faster. Kytopen's proprietary *Flowfect*[™] platforms have shown non-viral delivery of molecules into hard-to-transfect cells and demonstrated an ability to process a therapeutic payload of cells in seconds. The scalable *Flowfect*[™] solutions combine electric fields, microfluidics and automation for easier, faster, and more cost-effective cell processing than the state-of-the-art solutions. The non-viral *Flowfect*[™] solutions will accelerate the time-to-market of next-generation gene-modified cell therapies from target discovery to therapeutic manufacturing.

Job Summary:

The role of Vice President of Business Development and Partnerships is to both design and implement the partnering and customer strategy for Kytopen's *Flowfect*[™] products. This role reports to the CEO. The ideal individual will map and evaluate business model options, develop new business opportunities, and close customer partnerships with cell and gene therapy companies ranging from small biotechnology companies to big pharma, as well as maintain and expand relationships with existing partners as their products mature through research, clinical, and commercial development.

Job Duties:

- Map and evaluate business model options, making recommendations to the Executive team
- Develop criteria for ideal partner/customer profiles and identify & engage those that fit criteria
- Continually monitor and engage potential customers, competitors, partners and markets, identifying potential opportunities and threats
- Lead identification, evaluation, negotiation and closing of business deals (partnerships, customers, licensing, etc...), coordinating and working across the internal functional area
- Conduct appropriate quantitative and qualitative deal evaluation (discounted cash flows, comparables, competitive positioning) and communicate recommendations to Executive team
- Manage post-deal activities including project management, alliance management as needed for existing and new customers. Ensure timely monitoring and delivery of contract terms and milestones
- Develop communication plan and template presentation materials for the team including calendar of presentations to industry groups, customers, industry conferences, seminars. Prepare and present in relevant venues.
- Participate in creating and implementing an effective, proactive growth strategy designed to generate new business opportunities for clients in the cell and gene therapy market

Job Requirements:

- Successfully closed numerous strategic, significant deals spanning a range of agreement types and deal structures including R&D collaboration and licensing
- BS, MS, or PhD in a scientific discipline required and an MBA preferred with at least 6+ years of experience in a business development and licensing function in the pharmaceutical or biotechnology industry, with a preference for experience in or selling into targeted therapy, cell therapy or related area

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- Strong network of senior business development contacts across cell and gene therapy industry with reputation of credibility and quality
- Deep understanding of technical, regulatory, and drug development processes of cell & gene therapy products
- Knowledge of the cell engineering, immune-oncology, targeted immunotherapies or other related industry, including product development, regulatory, intellectual property, commercialization, industry growth drivers and competitive landscape
- Experience in or previous work with companies that create tools and equipment in the life sciences is a plus
- Ability to quickly set priorities and develop and execute practical business development and licensing plans
- Demonstrates strong time management and project management skills.
- Excellent written, interpersonal, and presentation skills. Ability to interact with all levels of internal and external customers
- Self-motivated; results oriented with the entrepreneurial spirit needed to excel in a small-company environment
- Ability to travel domestically and/or internationally, approximately 50%

Please send a resume or CV to team@kytopen.com to apply. Use the subject line “VP Business Development – YOUR LAST NAME”. Local candidates only please.

Kytopen Corp. is an equal opportunity employer committed to providing equal opportunities to all applicants for employment regardless of race, color, religion, sex or gender identity, national origin, age, disability, sexual orientation or genetics. In addition to federal law requirements, Kytopen complies with applicable state and local laws governing nondiscrimination in employment.