



## Senior Director of Business Development

Atsena Therapeutics is a clinical-stage gene therapy company that is leveraging novel AAV vectors designed to overcome the unique hurdles presented by retinal disease to reverse or prevent blindness. Our lead program, ATSN-201, is a gene therapy for X-linked retinoschisis (XLR5), which is currently being evaluated in a Phase 1/2 clinical trial. We are also advancing ATSN-101, a gene therapy for the treatment of *GUCY2D* Leber congenital amaurosis (LCA1) towards a Phase 3 trial. We have additional preclinical programs to treat other forms of inherited retinal disease as well as novel capsid technology suitable for addressing large indications.

At Atsena, we are bringing patients into focus. We are passionate about finding cures for visually impaired and blind individuals and are driven by cutting edge science to ensure we achieve the safest and most effective results.

### Position Summary:

Atsena is seeking an entrepreneurial business development professional to join our team. The successful candidate will identify, evaluate, negotiate, and manage a broad spectrum of partnerships, including in-licensing and out-licensing opportunities. This is a hands-on roll with the expectation of being able to zoom in for tactical execution as well as zoom out to develop and manage the business development strategy.

### Responsibilities:

- **Out-licensing:** Develop strategies, build relationships and implement business development strategy through identifying, evaluating, and leading external outreach to out-licensing Atsena technologies and programs. Benchmark deal terms and lead negotiations with prospective licensees. Manage access to the data rooms/internal repositories and facilitate the data request process.
- **In-licensing:** Identify new opportunities and chart a strategic path for partnerships to augment Atsena's platform and maximize development and commercial success of Atsena's pipeline programs. Understand and present strategic opportunities for internal discussions, including consideration of competitive landscape. Evaluate and pursue relevant opportunities that are consistent with Atsena's strategic objectives. Organize and lead cross-functional due diligence process and teams.
- **Network Development/External Relations:** Attend key partnering and therapeutic area conferences (including major partnering, scientific and medical conferences) to develop contacts and monitor new scientific developments. Identify and facilitate interactions with key opinion leaders. Develop and maintain relationships with various potential partners, including pharma and biotech business development teams, academic institutions, and investigators. Draw upon extensive industry network to help prospect for new opportunities and build relationships with potential partners
- **Deals & Negotiations:** Lead deal structuring and negotiations with partners from term sheet through to deal execution including the contract drafting/review process with legal, and coordinate cross-functional input.
- **Competitive Intelligence:** Assess competitive landscape to give strategic and commercial context for potential partnerships. Responsible to generate and maintain current knowledge of competitive landscape in Atsena's business areas of ophthalmology and gene therapy. Develop thoughtful assessment of deal landscape and relevant comps to assist in company's decision making.



- **Communication & Material Preparation:** Responsible for communicating Atsena's vision and preparing diligence and deal materials to external parties including pitch decks, diligence documents, and deal materials.
- **General:** Develop persuasive business cases, including financial modeling, ROI analysis, and partnering approach. Plan/prepare/deliver presentations to external parties and routinely lead business discussions. Facilitate internal business development processes, drive efficiencies, and improve deal execution and management. Collaborate with Atsena's project management team and provide alliance management support to ensure the success of our partnerships. Participate in corporate strategy development, including fundraising strategy and pitching to potential future investors. Lead/manage special initiatives on ad hoc basis, to support our corporate objectives.

### **Qualifications:**

Bachelor's degree in life sciences or related field required; PhD or MBA and experience in AAV gene therapy strongly preferred. 10+ years' experience in the biotech and/or pharmaceutical industry and minimum of 5 years in business development role with proven track record of identifying, structuring, negotiating, and closing transactions.

Track record of successful negotiation of licensing/partnering transactions required (deal sheet requested). Established network across gene therapy and / or ophthalmology biotech and pharma ecosystems preferred.

### **Skills:**

- Demonstrated ability to forge relationships and collaborate
- Strategic thinker with good quantitative analytical skills and ability to understand and translate complex scientific concepts into core business objectives
- Keen business sense and thorough understanding of gene therapy and ophthalmology industry trends and competitive landscape. Experience in assessing opportunities for strategic fit.
- Strong verbal and written communication skills, exceptional presentation and communication skills at all levels, especially with senior leadership.
- Able to balance working collaboratively with a team and taking independent ownership of tasks
- Passion for translational research, scientific innovation and creative problem solving
- Excellent attention to detail and organizational skills, with a focus on quality
- Able to effectively prioritize time and manage multiple projects, operating in a fast-paced startup environment
- This role will involve travel

### **Role Location**

Onsite, Durham, NC

