



## **Position: Business Development & Alliance Management Manager/Sr. Manager**

### **Role Summary**

In this role, you will work with a small, high-performing team where you will have an immediate impact on supporting the growth objectives of the Aimmune Corporate Development group. The Sr. Manager will support Business Development, Alliance Management and Analytics for Aimmune's CODIT platform and other potential opportunities. **Responsibilities include:**

- **Business Development: potential partnering of the CODIT platform and identification of relevant in-licensing opportunities**
  - Manage internal and external teams for scientific, operational, financial, commercial and legal due diligence, including management of electronic data room
  - Identify potential partners and manage consistent flow of communications; i.e. initial meetings, CDAs)
  - Work with internal key stakeholders (Clinical, Regulatory, CMC, Commercial) to build presentations for partnering meetings
  - Assist in out-licensing processes
  - Responsible for managing internal Business Development database
- **Support of Alliance Management activities for existing collaborations (Nestle Health Sciences, Regeneron) and future collaborations**
  - Understand the relevant contractual agreement(s), including strategic intent and obligations. In collaboration with internal partners, identify issues related to risk mitigation and maintain oversight of partner relationships
  - Support organization of alliance meetings as required, either internal to Aimmune or joint meetings with the partner, which includes developing agendas, internal briefings, meeting leadership, minutes, and distribution of relevant material. Facilitate effective functioning of the alliance governance structure; act as a communication liaison
  - Contributes to development and implementations of tools, processes and strategies to maximize Aimmune alliances
- **Support for valuation analytics and opportunity assessment**
  - Take ownership of Aimmune's valuation model for lead asset AR101 across various geographies
  - Build and own Aimmune's corporate and asset valuation models (prevalence/revenue forecast and NPVs) for CODIT pipeline opportunities across various geographies
  - Participate in quantitative market analysis for new potential therapeutic areas of strategic interest
  - Develop, audit and review forecast and valuation models to ensure they are both accurate and updated to reflect changing business needs
  - Work with Finance to prepare valuation updates for Board Meetings and other ad hoc analyses

- Assist with Competitive Intelligence activities to support the monitoring, tracking and regular updating of the comparable companies/assets universe; support identification of attractive in-licensing opportunities

**Qualifications include:**

- Graduate level degree - MBA and/or PhD; scientific degree is highly preferred
- Prior work in investment banking/consulting, business development and/or corporate strategy. Sr. Manager level candidates will typically have 8+ years of relevant work experience; Manager level candidates will typically have less.
- Strong analytical and quantitative skills including the ability to research, synthesize, and effectively communicate strategic industry, competitor, and financial information
- Advanced skills in Excel (proficiency in modeling, forecasting, DCF/NPV), PowerPoint and Word
- Familiarity with relevant business databases and resources such as FactSet, Bloomberg, Capital IQ, Cortellis, Evaluate and/or IMS
- Ability to understand clinical data and analyze R&D pipeline
- Strong knowledge of drug approval process including preclinical, clinical, CMC, and safety
- Proven project management skills with the ability to work independently and balance multiple assignments
- Ability to build strong working relationships with internal and external business customers and executive level management
- Ability to develop compelling and visually appealing presentations
- Strong verbal and writing skills
- Strong attention to detail, problem-solving and managing cross-functional relationships
- Experience with implementing and managing a CRM database (i.e. Salesforce) is preferred
- Agile and adaptable to a fast-paced small company environment.
- Proven self-starter who can work successfully manage competing priorities

**About Aimmune Therapeutics, Inc.**

Aimmune Therapeutics is a clinical-stage biopharmaceutical company founded to address the unmet medical need in food allergy, which currently has no approved treatments. Our mission is to improve the lives of people with food allergies, based on our proprietary desensitization treatments in development. Aimmune's lead investigational drug for peanut allergy, AR101, is in Phase 3 clinical testing in North America and Europe. Headquartered in the heart of San Francisco's biotechnology hub, Brisbane, California, Aimmune has additional offices in the Kings Cross area of London, and in Raleigh, North Carolina.

**Qualified candidates should forward a resume and cover letter, including a statement of interest, availability, and experience to Human Resources ([careers@aimmune.com](mailto:careers@aimmune.com)) with the job title in the subject line.**

Aimmune Therapeutics is an Equal Opportunity Employer.

Principals only; no recruiters please.