

Geneva, July 2nd, 2020

Head of Strategic Partnerships & Business Development 100%

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The Company

STALICLA is a patient-centric biotech company on a unique mission to identify, develop and bring precision medicine to patients with neurodevelopmental disorders (NDD), with a first application in autism spectrum disorder. STALICLA has assembled a world-class team of experienced drug developers, clinicians and computational systems biologists.

DEPI, the company's unique drug discovery platform, characterizes biologically similar subgroups of patients within highly variable populations of patients with neurodevelopmental disorders, and further identifies tailored treatments. To support its drug discovery platform and pipeline development, STALICLA has established strong networks within top tier research and clinical centers.

STALICLA's platform has already proven successful in expediting and de-risking a first pipeline, STP1, tailored to a subgroup of patients with autism spectrum disorder which will be entering clinical trials this year. In addition, STALICLA's R&D unit is currently advancing new precision medicine pipelines for two additional groups of patients with Autism Spectrum Disorder (ASD).

The Role

As a rapidly growing company, STALICLA is currently expanding its team and opening - for immediate entry - a Head of Strategic Partnerships & Business Development position.

Reporting to the CEO, the Head of Strategic Partnerships & Business Development will be responsible for identifying, contracting, and executing key partnerships of the company, in particular involving the use of the DEPI platform to support Precision Medicine approaches of pharmaceutical companies and institutions in NDD.

He/She will be expected to provide advanced support to the CEO through a variety of strategic and business development tasks and projects.

This role is an exciting career opportunity for an experienced, hands-on, fast-learning and dedicated individual willing to join a mission-driven, high-paced environment.

Responsibilities include but are not limited to:

- Manage the key partnerships from negotiation and contractual agreement, project planning (including timelines, resources and budget), project execution, and monitoring
- Ensure the best communication channels with stakeholder partners
- Scout and identify relevant opportunities of new partnerships and business development for the company
- Build with the CEO the partnership strategy
- Prepare, with and for the CEO, business reports for the Board and investors
- Handle every information in a confidential manner

Requirements:

- MD or PhD level in medical, biology, or bioinformatics field
- Minimum 3 years of experience in pharma or CRO, with good knowledge of the pharma R&D environment
- Experience in proposal writing, collaboration term negotiations, and outsourcing deal closing, and/or experience in account management
- Strong networking ability in cross-cultural environment
- Strong interpersonal, communication, presentation, reporting and negotiation skills
- Acute organizational and project management skills
- Experience in managing a small team an asset
- Willing to integrate in a start-up environment
- Fluent in English (verbal and written communication)
- Able and willing to travel as the role requires

In addition, the candidates are expected to have:

- A high comfort level working in a high paced start-up environment, where a pragmatic, resourceful, well organized and effective approach is required with limited resources
- A hands-on, decisive approach and a proven ability to work independently and as a team player
- Excellent communication skills
- A passionate, energetic and enthusiastic personality that will ensure commitment to the company and its vision
- Ability to work in a multidisciplinary and international environment
- Highly adaptable to novel framework and work environment

Knowledge or interest in NDD or related therapeutic areas is an asset.

If you are ready to take on this step in your career, please send your application to info@stalicla.com

Due to a high volume of applications, no information will be provided by phone.

**Apply only if your profile matches the aforementioned mandatory requirements.
Only applications including a CV and a tailored cover letter in English will be considered.**