

United States Jobs Expertini®

Senior Director, Business Development Biologics Lead

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Company: Ginkgo Bioworks

Location: United States

Category: other-general

Responsibilities

Accountable for Biologics deal targets to grow Ginkgo's partnerships with external companies

Craft and pitch external narrative, value proposition, and technical offerings that attract customer interest

Manage matrixed and direct reports to plan and execute on a singular, cohesive strategy to grow the Biologics product vertical

Coordinate with enterprise account leads to cultivate new research collaboration deal opportunities with medium and large pharmaceutical companies

Collaborate closely with the deal transaction team to lead agreement discussions, structure deals and lead deal negotiations with potential partners; in addition to leading deals, support and mentor BD team members with deal sourcing, deal structuring and negotiations.

Grow Ginkgo's network within the biopharma ecosystem

Participate in long-term planning and annual operating planning to set the strategy and tactics for Ginkgo's Biopharma commercial team

Represent Ginkgo at industry events and shape the SynBio agenda across the industry

Travel, as necessary, for conferences or partner meetings

Minimum Requirements

Minimum Bachelor's degree in engineering, and/or science; a PhD in Life Sciences is strongly preferred.

Worked in a large pharma environment (Sponsor, not CDMO or CRO)

Minimum 12 years of experience plus PhD (or equivalent experience with a Bachelor's); experience should include scaling up teams and coaching/developing leaders.

Demonstrated account management track record and experience in negotiating complex deals to build meaningful research collaboration partnerships

Business development experience with attractive deal sheets (buy- or sell-side)

Preferred Capabilities and Experience

Deep understanding of drug discovery and development across Biologics (tx antibodies, peptides, recombinant proteins)

Ability to proactively identify problems for potential clients and offer solutions through Ginkgo's integrated service offerings

Recognized business leader in biopharma pre-clinical research and development partnering

Demonstrated networks to CSOs, Heads of Research, and Business Development at biotech and large pharma companies

Prior experience within a fast-growth company or entrepreneurial environment is a plus.

Excellent communication and presentation skills, with the ability to partner effectively with the executive team and cross-functional leaders throughout the company and communicate thoughtfully to diverse stakeholders

Demonstrated commitment, self-motivation, and drive, and enthusiasm about being a part of Ginkgo's mission

Total compensation for this role is market driven, with a starting salary of \$207K+, as well as

company stock awards. Base pay is ultimately determined based on a candidate's skills, expertise, and experience. We also offer a comprehensive benefits package including medical, dental & vision coverage, health spending accounts, voluntary benefits, leave of absence policies, Employee Assistance Program, 401(k) program with employer contribution, 8 paid holidays in addition to a full-week winter shutdown and unlimited Paid Time Off policy.

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