



Head of Business Development

United States (Boston local preferred)

ABOUT STRM.BIO

STRM.BIO (“storm bio”) is a pre-clinical, VC-backed biotechnology company that is leveraging naturally-derived extracellular vesicles (EVs) to deliver gene therapies in vivo. We believe in a culture where people come first and that personal accountability is key to a healthy organization. We believe that there is both elegance and efficiency in simplicity, and we let this approach drive both our science and our strategy.

STRM.BIO is operating on a hybrid-virtual model. We are driving research in our internal laboratory space while simultaneously leveraging the existing laboratory infrastructure and expertise of our scientific collaborators, contract development and manufacturing organizations (CDMOs), and advisors to focus on what matters—our research. Meetings are mostly virtual, but teams will meet in person to whiteboard strategy, visit partners to advance programs, and celebrate our wins!

We are assembling a team of leaders who share our company values, who believe in the promise of EVs to bring transformative therapies to patients, and who will actively contribute to a culture of continuous learning, innovative discovery, and unyielding commitment to high quality science.

THE TECHNOLOGY

STRM.BIO is creating a proprietary EV platform to deliver gene therapies in vivo and establish a new class of therapeutics. EVs are natural carriers of nucleic acids and proteins and hold tremendous promise as direct cell messengers for gene therapies due to their innate targeting, amenability to large scale/commercial manufacture, and low immunogenicity. At STRM, we are aiming to create new therapies and uniquely enable effective targeting of existing ones to democratize gene therapy. We are just beginning to explore the potential impact of our platform and are looking to recruit team members who can help us bring this larger vision to light.



THE PERSON AND ROLE

The Head of Business Development position is full-time; Boston local candidates are preferred, but a remote work arrangement is possible. Reporting to the CEO and in collaboration with the company's senior management, you will be responsible for shaping and executing on the company's business development, partnering, and intellectual property strategies, which will be critical to developing the company's business and increasing its value.

To be successful in this role, top candidates will fully grasp the opportunity in front of STRM.BIO at this unique and exciting time in the history of gene therapy. This opportunity to influence truly transformative change in the field is accompanied by a growing sense of urgency and a need for nimble and thoughtful navigation of a complex competitive landscape to ensure that STRM.BIO, together with its collaborators and partners, can efficiently and safely bring its therapies to patients. Importantly, you will need to be able to execute in this demanding role while espousing the people-first, simplicity-oriented values we hold as core to STRM culture.

KEY RESPONSIBILITIES

- Develop, shape, and recommend strategy to guide business development objectives and partnership goals that align with corporate objectives.
- Work closely with R&D, CMC, and legal teams to identify complementary technologies and/or in-licensing opportunities, and deliver these transactions.
- Identify and pursue out-licensing opportunities with potential partners, lead development and negotiation of deal terms, and deliver these transactions.
- Maintain an active network of potential partners and develop/maintain/manage relationships with key contacts at these organizations.
- Develop and maintain a set of comprehensive business development and competitive landscape databases to support competitive intelligence efforts.
- Maintain current indication- and gene therapy technology-specific competitive intelligence analyses and provide regular updates to the internal team.
- Work closely with the company's intellectual property counsel to manage the company's patent portfolio, inclusive of company-owned and in-licensed IP, and patent prosecution strategy.
- Work with the R&D team to support (and/or lead, as appropriate) patenting activities.
- Structure and lead due diligence for in-licensing opportunities.



QUALIFICATIONS & EXPERIENCE

- Bachelor's degree is required; advanced degree (e.g., MBA, PhD) preferred.
- Strong track record of experience leading business development activities and navigating deal transactions at biopharma companies, preferably within cell and gene therapy (CGT).
- Experience driving high-value deal negotiations through to completed transactions.
- Exceptional business acumen and judgement.
- Strong professional presence and ability to establish and maintain credibility with all relevant scientific and business stakeholders.
- Excellent organizational, time management, and project management skills.
- Excellent communication and presentation skills, and comfort representing the company in public settings as needed.
- Proficiency with Microsoft Office suite, with excellent PowerPoint and Excel skills.

KEY POSITION DETAILS

- Full-time position
- Salary and benefits consistent with the competitive market of Boston/Cambridge and commensurate with experience

To learn more about this position, please submit your resume and cover letter directly to: Dr. Jonathan Thon, Founder and CEO at careers@strm.bio

