



Job Title: BD Director

Job Location: Boston, USA or Japan, Europe (London)

Responsibilities:

- Working with Scouts and be responsible for in-depth evaluation and prioritization of external opportunities for collaborations, partnerships, in-licensing, structured transactions and acquisitions
- Lead cross functional due diligence team to assess external products and programs (Executive, R&D, Sales & Marketing, Finance, Legal, Regulatory, Manufacturing, etc.)
- Be responsible for financial modeling of different types of deals, including in-licensing, partnerships, collaborations, acquisitions. Identify key assumptions and risks and incorporate inputs from different teams, R&D, clinical, commercial and legal.
- Be responsible for drafting term sheets for different types of deals and lead business negotiations.
- Be responsible for making proposals and presenting to management team.
- Represent Simcere at industry, investor and partnering conferences; develop and maintain relationship with a wide range of pharmaceutical/biotechnology industry participants.

Qualifications and requirements:

- **Bachelor's degree in science at minimum; MBA, MD, JD, PhD is strongly preferred**
- 6+ years' experience in business development, consulting or investment banking
- Strong analytical skills, knowledge of financial modeling, including DCF, NPV analysis is required
- Familiarity with forecasting methodologies is preferred
- Familiarity with drug development and commercialization is a plus
- Strong communication and presentation skills
- Strong leadership to lead and work with cross functional team
- Flexibility to travel domestically and internationally 20-30%
- Demonstrated ability to work in a complex matrix and cross-cultural environment
- Ability to excel in demanding and fast paced working environment
- Mandarin speaking is a plus

Please submit your resume to sunny.jin@us.simcere.com