



Business Development – Director/Vice President

Vantia Therapeutics is a fast growing, research & development biopharma Company, with corporate offices in the UK.

The Company's mission is to build near term value from its two lead programs VA106483 & VA111913 (both in clinical development) through outlicensing to big-pharma, and longer term to replace these assets with others developed either in-house, or sourced externally. Within 5 years the Company aspires to be self-funding and have commercial rights retained for certain specialty focussed products.

The Role

The role in Business Development has been created to manage the overall BD activities of the business. The Business Development Director will report to the CEO and work closely with the Senior Management Team. The role is based in Southampton, England.

Key areas of responsibility include:

Leading market analysis for outlicense of products, and then executing outlicenses with CEO.

Performing financial analysis for business development opportunities.

Identifying and screening potential in-licences, then negotiating and concluding deal terms with the CEO, for shortlisted candidates.

Identifying & pursuing product/company opportunities, for both M&A.

Sourcing, negotiating and closing deals with partners, then managing the relationships post-completion.

Presenting BD opportunities (both in & outlicense) to Senior Management.

Monitoring the industry for competitive intelligence.

Assisting the CEO with developing and maintaining the corporate strategic plan.

Person Specification



It is expected that the successful candidate will possess a range of the following attributes.

Desirable Attributes:

They will be a motivated and ambitious individual with proven business development experience.

They will have worked within the pharmaceutical industry and may have spent their early career in sales & marketing, finance or R&D.

They may also have worked in an advisory capacity to the industry, within a consultancy.

They will be capable of developing leads, evaluating opportunities and negotiating licensing deals.

They will be capable of working autonomously to help drive the success of the Company.

They will preferably have developed, lead and successfully completed deals previously, and will ideally have a broad range of therapeutic area experience.

Essential Attributes:

They will be an ambitious self-starter with a keen desire to help build Vantia Therapeutics to achieve its goals.

It is crucial that the person in Business Development is an effective contributor with the abilities and personal qualities to thrive in a small, dynamic & entrepreneurial company.

Qualifications, Experience and Behaviours

Graduate, higher educational degree preferred.

Strong experience of business development.

Commercially astute; ability to develop and articulate business strategy.

Smart and energetic, with a keen understanding of how to structure a successful deal.

Intelligent, well developed and keen negotiation skills.

Innovative and creative.

Excellent communication and listening skills.



Strong analytical background.

Strong interpersonal and leadership skills.

Demonstrated knowledge of the industry, with a wide range of contacts.

Desire for working in an evolving, entrepreneurial environment.

Ability to build relationships both internally and externally, and to work effectively on an international basis.

Demonstrated ability to learn and develop quickly in order to take advantage of the opportunities this role provides.

In return we offer:

- Attractive Base salary
- Target Discretionary Bonus
- Pension
- ESOP
- Benefits – medical and life insurance

If interested please send CV and letter of application to:

hr@vantiatherapeutics.com

or telephone: +44 23 8076 3437 for an informal discussion.