

Director, Global Business Development

HUYA Bioscience International (huyabio.com) is a leader in enabling and accelerating the global co-development of novel biopharmaceutical product opportunities originating in China. The Global Business Development position will identify, negotiate, and complete strategic partnerships with pharmaceutical companies to expand the commercial potential of HUYA's product portfolio.

Key functions will include identifying potential partners, preparing market valuations, preparing deal terms, evaluating opportunities for product out-licensing, and negotiating transactions.

Responsibilities include:

- Identify pharmaceutical partners and the key decision makers
- Expand pharmaceutical corporate contacts and keep them aware of HUYA developments
- Follow up on all partnership activity, including the tracking, documentation, and status reporting of all collaborations along the business development pipeline
- Investigate future markets and licensing potential, and provide commercial input to drug development programs.
- Establish and implement processes necessary to support corporate commercialization and licensing strategies
- Oversee the planning and execution of a comprehensive business marketing strategy, including preparation of materials for partnering meetings, professional conferences, and publications.

Requirements

The ideal person for this position must possess a minimum of 8 years of business development experience in a biotech/pharmaceutical environment, with extensive contacts in the industry and a track record of successful partnerships. The position requires a science background and an MBA or investment banking experience. Prior experience negotiating, executing, and carrying out-licenses, corporate partnerships, and collaborative agreements is necessary. A thorough understanding of the processes of due diligence, asset valuation, pharmaceutical market, alliance management, and portfolio management combined with scientific and business acumen is important.

The position is full-time and the candidate must be within commuting distance to HUYA's San Diego, CA headquarters.

Well-qualified candidates should send their resume to recruit@huyabio.com and reference the position "Director, Global Business Development" in the subject line.

To learn more about HUYA Bioscience, please visit www.huyabio.com.

HUYA Bioscience is an equal opportunity employer.