



Job #: 03-216

Job Title: Associate Director, New Product Planning

Location: Waltham, MA

Role Summary:

Deciphera Pharmaceuticals is a clinical-stage biopharmaceutical company focused on improving the lives of cancer patients. We have used our proprietary drug discovery platform to develop a diverse pipeline of drug candidates designed to improve outcomes for patients with cancer by enhancing the quality, rate and/or durability of their responses to treatment. We currently retain global development and commercialization rights to our drug candidates, including three programs in clinical development. Deciphera (NASDAQ: DCPH) is a publicly traded company headquartered just outside Boston in Waltham, Massachusetts. Our state-of-the-art research facility is located near the University of Kansas School of Pharmacy in Lawrence, Kansas.

We offer an outstanding culture and opportunity for personal and professional growth based on these key principles:

- providing a collaborative, energized and fun work environment where people are empowered and supported in the achievement of their career goals
- a diverse and multi-disciplinary workforce
- dedicated and talented people who are passionate about achieving excellence in all they do
- a work environment that allows you to balance your priorities
- above all else, a commitment to the patients we serve

Position Summary:

We are seeking an **Associate Director/ Director, New Product Planning** who will drive key business decisions by providing data driven strategic input to shape the early commercial strategy of preclinical- and early clinical-stage assets across the company's pipeline of novel kinase switch control inhibitors. This new position will collaborate closely across functions within the organization including research, development, program management, clinical development, clinical operations, regulatory, business development, and commercial. The role offers a candidate the opportunity to significantly contribute to the long-term commercial success of the portfolio, and is responsible for providing commercial input and evaluation into key early stage product planning opportunities, and includes early market research and business intelligence activities, as well as initial competitive positioning and preferred product presentation. The ideal candidate should have experience working

in product marketing, business intelligence or commercial analytics within a biotech or pharmaceutical company. While the position reports to the Chief Business Officer, the role requires particularly close collaboration with the commercial group reporting into the Chief Commercial Officer.

This position will report to the **Chief Business Officer** and be located in the Waltham, MA office.

Key Responsibilities:

- Work cross-functionally with the various program teams to conduct robust and rigorous market assessments on key oncology disease areas and the opportunities for pre-clinical- and early clinical-stage assets.
- Provide commercial input and strategic guidance to cross-functional program teams to inform key business and development decisions.
- Communicate key disease area/market insights to relevant internal stakeholders, identifying considerations and implications for Deciphera's pipeline plans.
- Identify gaps in internal understanding of target diseases and create and execute plans to address gaps through primary and/or secondary market research.
- Construct validated market assessments and forecasts for potential label indications for pre-clinical- and early clinical-stage assets.
- Develop and propose early commercial strategies, value propositions and a prioritized approach to potential label indications.
- Collaborate with internal stakeholders (primarily the commercial group) to develop, update and maintain Target Product Profiles (TPPs) for Deciphera's early oncology assets.
- Develop and maintain early asset dashboards for communications to Senior Leadership on visions, strategies, opportunities, challenges, risks and tactical activities for Deciphera's early oncology assets.
- Develop and maintain strong, internal partnerships with cross-functional colleagues (e.g. commercial, regulatory, CMC, clinical, business development, research etc.).
- Provide commercial input on business development asset evaluations.
- Participate in the various program team meetings for Deciphera's early oncology assets.

Required Qualifications:

- B.S./M.S. degree in a life sciences discipline; an MBA strongly preferred.
- A minimum of 6-8 years relevant commercial experience in the biopharmaceutical industry including a minimum of 3-4 years new product planning or equivalent experience in oncology.

- Strong understanding of the drug development process in oncology including the strategic and operational requirements.
- Ability to synthesize findings and clearly articulate implications from multiple sources of information, including primary and secondary market research and data, and formulate strong, supportable recommendations.
- Self-directed, accomplishment-driven individual with a strong sense of passion and urgency who can work both independently and in a cross-functional team environment, fostering open communication, mutual understanding and cooperation.
- Pragmatic, solution-oriented thinker who possesses a “can do” and “whatever it takes” attitude, coupled with excellent organizational and communication skills.
- Proven ability to be productive and successful in an intense work environment
- Fluency with standard computer software packages (MS Word, Excel, PowerPoint, and Project). Experience with forecast and valuation models and/or software applications a plus.

Deciphera offers competitive compensation, including equity-based compensation, and a comprehensive benefits package that includes medical, dental, vision, 401(k) retirement plan, life insurance and a flexible spending account for either health care and/or dependent care.