



Job #: 03-217

Job Title: Vice President, Corporate Development and Alliance Management

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 a **Vice President of Corporate Development and Alliance Management** to lead and manage the company's corporate partnerships and alliances from the research phase through clinical development and into commercialization. The strategic and pivotal nature of this role requires an individual who can effectively and efficiently partner with the Chief Business Officer (CBO) and across the Executive Management Team to maximizing the strategic value of the Company's portfolio of drug product candidates. While a strong deal sheet of successfully completed transactions will be an important factor in selecting the individual for this new role, the ability to identify, assess and understand the nuances required to craft transactions that build long term value is a critical capability.

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

Key Responsibilities:

- Design and execute partner outreach campaigns, and drive discussions to identify potential partnering and M&A opportunities that support of the Company's strategic goals and maximize the value of the Company's portfolio of drug product candidates.
- Lead and inspire cross-functional teams to evaluate partnership opportunities and undertake due diligence to industry leading standards.
- Develop appropriate deal structures, term sheets, benchmarking and valuation models to assess and inform both the evaluation of opportunities and subsequent negotiations.
- Communicate effectively and timely with the CBO and the Executive Management Team regarding the status, timing, key events, and revisions to corporate development activities.
- Create agendas, minutes, materials and dashboards to support and communicate corporate development activities.
- Prepare and present information and materials to the Executive Management Team and potentially to the Board of Directors on potential partnership opportunities.
- Work with the CBO and legal counsel to develop negotiation strategies and positions, draft and review term sheets and contractual agreements, and lead negotiations to closure.
- Manage existing alliances, including their governance structures and mechanisms for dispute escalation.
- Continuously assess and benchmark the Company's corporate development and alliance management practices and activities to ensure that these are at industry leading standards.
- Participate in Portfolio Strategy Steering Committee and Program Team Meetings as the key representative from Corporate Development.

Required Qualifications:

- B.S./M.S. degree in a life sciences discipline; advanced degree and/or MBA strongly preferred.
- A minimum of 15 years relevant experience in the biopharmaceutical industry, including a minimum of 10 years transactional experience in business/corporate development.
- A strong network of business development contacts within the biotechnology and pharmaceutical industry.
- Deep understanding of the drug development process, including strategic and operational aspects; significant experience within oncology strongly preferred.

- Deal sheet and proven track record of successfully leading, negotiating and delivering high value corporate partnerships and/or M&A.
- Strong analytical skills with a thorough understanding of financial evaluation techniques (commercial forecasting, deal analyses, P&L modeling, NPV, etc.).
- 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.
- Strong interpersonal skills with the ability to motivate and influence others, negotiate during situational conflict, and establish the best forward path in the face of competing points of view.
- Proven ability to be productive and successful in an intense work environment.
- Ability to articulate complex issues and ideas with clarity.
- Ability and willingness to undertake significant travel.
- Fluency with standard computer software packages (MS Word, Excel, PowerPoint, and Project). Experience with deal valuation tools and/or software applications is 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.