



**Title:** Associate Director/Director of Business Development

**Hiring Manager:** Vice President, Business Development

**Function:** Business Development and Market Insights

**Location:** Waltham, MA

**Position Summary:**

We are seeking an experienced and proactive individual to join our team as an Associate Director/Director of Business Development at our clinical-stage biotechnology company. Reporting directly to the Head of the Business Development and Market Insights group, this position will play a pivotal role in driving strategic business development initiatives, competitive intelligence, and cross-functional collaboration. The successful candidate will need to quickly develop a comprehensive understanding of Upstream Bio's strategy, operations, clinical development, business development, and financial performance to contribute effectively to corporate objectives.

This role offers a unique opportunity to contribute to the growth and success of Upstream Bio by driving impactful business development initiatives while closely collaborating with internal and external stakeholders.

**Key Responsibilities:**

**1. Competitive Intelligence and Industry Analysis:**

- Conduct in-depth analyses of emerging trends, peer-company activities, potential opportunities, and transactions in the inflammation and immunology field and the broader biotech landscape.
- Identify and assess opportunistic inbound business development opportunities, including potential partnerships, licensing deals, and acquisitions, that align with the company's strategic objectives.

**2. Support for Outbound Business Development Activities:**

- Develop, update, and tailor presentation materials, including slide decks, to support strategic discussions with potential partners.
- Maintain the company's virtual data room to ensure timely and accurate access to critical information for external stakeholders.
- Facilitate the preparation, execution, and tracking of business development related confidentiality agreements (CDAs) and document interactions with potential business partners.

**3. Valuation and Financial Modeling:**

- Manage and update valuation tools (including net present value, discounted cashflow, and scenario-based analyses) and related assumptions for the company's investigational drug(s), incorporating the latest sales forecasts, real-time market data, market dynamics, and development cost estimates.
- Collaborate with cross-functional teams to refine forecasts and ensure alignment with strategic goals and latest internal assumptions.
- Prepare executive and/or board materials relating to valuation analysis and deal analytics



**4. Commercial and Investor Relations Support:**

- Provide timely and data-driven responses to commercial questions from the investor relations function and the executive leadership team.
- Support the preparation of investor presentations and communication materials with commercial insights and market analyses.

**Qualifications:**

- Advanced degree in life sciences, business, or related fields (e.g., MBA, PhD, or equivalent experience).
- 8-10 years' experience and proven track record in business development, competitive intelligence, or strategic planning within the biotechnology or pharmaceutical industry
- Investment banking or equity research experience covering life science companies, with a demonstrated ability to analyze market trends, evaluate opportunities, and communicate complex concepts effectively.
- Strong knowledge of the inflammation and immunology therapeutic area is highly desirable.
- Exceptional analytical skills, including experience with financial modeling and valuation.
- Outstanding written and verbal communication abilities, with the capacity to convey scientific and commercial concepts clearly to diverse audiences.
- Strong organizational skills, including the ability to manage multiple projects and deadlines in a fast-paced, dynamic environment.
- Collaborative mindset, with demonstrated success working across cross-functional teams.
- Title will be dependent on relevant experience of successful candidate

**About Upstream Bio:**

Upstream Bio is a public company based in Waltham, MA. We are developing verekitug, the only known antagonist currently in development that targets the receptor for Thymic Stromal Lymphopoietin (TSLP). We have advanced this highly potent monoclonal antibody into separate Phase 2 trials for the treatment of severe asthma and chronic rhinosinusitis with nasal polyps (CRSwNP) and plan to initiate development in chronic obstructive pulmonary disease (COPD). Our experienced team is committed to maximizing verekitug's unique attributes to address the substantial unmet needs for patients underserved by today's standard of care. Learn more about us at [upstreambio.com](http://upstreambio.com).

**Interested candidates, please contact:**

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