



## Chief Business Officer / Vice President Operations

**Location: Switzerland, Europe, or U.S.**



### The Role

As a key member of the Management Team, the Chief Business Officer (CBO)/ VP Operations will lead business strategy, coordinate operations and finances of the business, and lead the business development and licensing process for ImmunOs Therapeutics.

Reporting directly to the CEO, the CBO will bring an extensive network of international (Europe and U.S.) pharma and investor contacts, a strong deal sheet and extensive knowledge of operations including financial planning/reporting, corporate governance, and experience working with regulatory teams for clinical stage drug development.

### Responsibilities Include:

- Working closely with the CEO to define vision and lead business strategy.
- Create corporate roadmap for the next 2-5 years including defining annual expansion goals, recurring yearly revenue goals, business development and licensing success measures, and aligning the company roadmap to corporate objectives.
- Negotiate and close licensing deals with global biotech, pharma, venture, and academic institutions.
- Oversee the entire process of business development, coordinate due diligence, facilitate internal and external communication, lead the negotiations, and manage existing alliances.
- Evaluate and optimize budget planning, financial governance, and organizational due diligence processes.
- Align with regulatory affairs operation team for clinical stage development.



### The Person

The successful candidate will:

- Have a proven track record of developing and executing on new and value-creating deals in the life sciences sector across a range of product development and commercialization stages.
- Possess a strong deal sheet of previous transactions and licensing deals with large pharma and biotechnology companies.
- Have excellent negotiation skills with a demonstrated history of successfully obtaining mutually beneficial agreements.
- Have a strong alignment with company's purpose, values and mission, and history of inspiring this in one's team.
- Be able to demonstrate success in leading and working collaboratively across multi-disciplinary teams in the development and execution of partnership commitments.
- Have the ability to communicate thoughtfully and confidently and lead executive-level and investor level presentations.
- 10+ years in a senior strategic leadership role with demonstrated results to lead change and drive revenue growth.
- Have an MBA, BA or equivalent qualification.

To apply for this role please email a copy of your CV to [amber.hayes@imperium-global.com](mailto:amber.hayes@imperium-global.com)