

# Open position : Business Developer – Industrial partnerships & outlicensing

## DNAlytics at a glance

DNAlytics develops and markets precision medicine solutions based on a data mining platform. The development of such solutions consists in identifying new sets of biological markers and predictive models for medical decision support (diagnosis, prognosis or treatment response) and building the necessary software to make these solutions effective. The company's mission is to improve patients' health, healthcare systems sustainability and industry products positioning. DNAlytics's vision is to see its solution implemented in routine care at an international scale.

DNAlytics has been the first company to market a **data-driven** precision medicine solution in rheumatology in Europe. It has been awarded several prestigious prizes from entities such as IBM, Microsoft, the MIT or the European Union. DNAlytics also has an excellent track record of working for international customers.



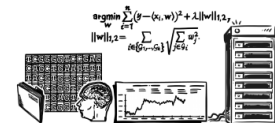
DNAlytics has product lines in **oncology** and **rheumatology**. Since its onset in 2012, it has also conducted a consulting activity in the field of data mining for pharma, biotech and IVD companies as well as academia. **This activity is mainly a scouting activity for new product leads and ensures regular revenues as well.**



Colonokit, a diagnostic solution in Oncology



Rheumakit, a diagnostic solution in Rheumatology



Data mining consultancy services

## Open position as Business Developer – Industrial partnerships and outlicensing deals for the company’s product portfolio.

Starting from 2017, DNAlytics dynamic 6-people team will grow to rapidly reach 10 people, and up to 40 in 2022. The team will be reinforced in highly multi-disciplinary skills. We are looking for motivated and highly competent colleagues to join us and complete the team in terms of data scientists and IT profiles, business development capacity (link with KOLs, out-licensing and partnerships, reimbursement, sales), quality management, and operations. Most positions are intended to be based mainly in our headquarters at Louvain-la-Neuve, Belgium.

In that context, we are currently looking for a key person to **boost the impact of our precision medicine products through industrial partnerships and/or outlicensing deals with larger healthcare players**. This position is part of the business development team of DNAlytics, and has connections with the top management.

### Responsibilities:

1. For a range of products in the field of precision medicine, namely in Oncology and/or Rheumatology:
2. Set up partnerships, out-licensing deals with strategic pharmaceutical, biotech or In Vitro Diagnostic players at global scale.
3. Set up distribution network.
4. Develop the company’s turnover and revenues.
3. Conceive potential deals beneficial for both the company and the identified target(s).
4. Prepare and negotiate these deals.
5. Coordinate your activity with the rest of the business development team and the company management (namely CEO and Chief Business Officer).

### Tasks:

1. Perform global market research and remain up-to-date with industry trends in precision medicine.
2. For various territories, identify and qualify potential targets for strategic partnerships and technology out-licensing.

### Diploma’s / degrees:

Master degree in Management Sciences, (Bio-)Engineering, Biology, Biomedical Sciences, MD or equivalent

### Experiences:

- Equivalent business development position in another innovative lifescience company, ideally active in IVD.
- Proven track record in striking similar deals, or at least preparing them.

**Other skills:**

Languages:

- Fluent oral/written English required ;
- Fluent oral/written French required ;
- Fluent oral/written Flemish desirable ;
- Other languages are a plus.

Computer:

- (Libre/Open) Office softwares (word, excel, ...)
- Simple use of Linux/Unix systems is a plus.

Other:

- Very strong negotiation skills
- Very strong communication skills,
- Be open to multidisciplinary environment (medicine/data science)
- Show good team spirit but sufficiently autonomous to evolve in a dynamic startup
- Regular short-term travels are required

**To join DNALytics and to know more about these positions, go to <http://dnalytics.com/corporate/careers/> or contact [careers@dnalytics.com](mailto:careers@dnalytics.com)**