

Alliance Manager, Business Development Department

Become part of Business Development Team managing our global strategic alliances. Y-mAbs Therapeutics A/S (Y-mAbs) is looking for an experienced Alliance Manager in a newly established position to support our growing number of strategic partners. You will report to the Vice President of Business Development.

Y-mAbs is a rapidly growing late-stage clinical biopharmaceutical company focused on the development and commercialization of novel, antibody-based therapeutic products for the treatment of cancer. The company has a broad and advanced product pipeline and had the first product approved by FDA in November 2020. At the end of 2020 Y-mAbs signed three agreements with regional partners who will be responsible for commercializing our late-stage pediatric neuroblastoma portfolio.

In this newly established position, you will report to and work with the VP of Business Development to ensure that we effectively support our partners and drive joint value. Y-mAbs is transitioning from being a development stage company to a commercial company, and you will take part in building up our partnering capability ensuring our internal structure, procedures, and systems are working efficiently to deliver results for our partnerships. You will be a key player leading our collaborative efforts together with key internal stakeholders and external partners.

If you find the above interesting, join Y-mAbs and become part of our team in a fast-moving environment that offers a unique combination of scientific insight, entrepreneurship, and exciting collaborative challenges!

Key responsibilities:

- Working at all levels within Y-mAbs and the alliance partner organization, act as the facilitator/liaison focusing on identifying and addressing issues to enhance the effectiveness of the partnerships and to ensure the language and spirit of the contract is followed.
- Establish and lead the alliance governance model from the deal completion onwards working with BD team to prepare, launch and fully operationalize new alliances
- Support all the operational level meetings as required to ensure meetings are efficient, documented and that commitments are made, tracked and completed.
- Establish clear leadership in all alliances, building constructive relationships, driving senior management alignment, clear communications and effective issue resolution.
- Ensure management is kept updated on progress, made aware of issues arising and opportunities to increase the value of all partnerships.
- Contribute to the continuous improvement of Y-mAbs' procedures and alliance best practices

Personal and professional qualifications

Experience:

- BSc in natural sciences, with a masters in business or equivalent.
- Minimum of 5-7 years experience in the pharmaceutical or biotech industry.
- Specific experiences must include knowledge of and direct hands on involvement with at least two of the following multiple areas: Drug discovery/Drug development platforms, Commercial experience, Financial and Business Planning. Business Development & Licensing, contract negotiations.
- Prior experience in project management and managing or overseeing external collaborations and alliances is critical. Prior direct experience in alliance management is an asset.

Competencies:

- Incumbent must demonstrate exceptional diplomacy, influencing, communication and presentation skills and be prepared to manage independently.
- Demonstrated leadership in driving high performance teams with issue management and resolution skills.
- Knowledge of U.S. Market and global market
- Attention to detail / good follow-through
- Ability to remote working tools – datasites, videoconferencing,
- You are result-oriented and committed to contributing to the overall success of Y-mAbs
- Our company language is English, so your communication in both written and spoken English is fluent

International Travel is expected.

For more details about the job or our company, please contact Karen Denton, VP of Business Development, at +1 9736661180 , kde@ymabs.com. Please note that all applications must be submitted in English and will be treated confidentially.

You can apply for the position by sending an email to HR@ymabs.com **no later than April 1st 2021**. We will initiate interviews in a rolling manner as applications are received. **Mark your applications with position ID number: 1039.**

Y-mAbs Therapeutics A/S is a Danish affiliate of Y-mAbs Therapeutics Inc., which is located in New York. Our mission is to discover, develop and deliver novel antibody therapeutics for the treatment of both pediatric and adult cancer patients. Please access the company web site www.ymabs.com for more information regarding the company and our development projects.