



Director, Business Development and M&A

Company overview

NextCure is a clinical stage biopharmaceutical company located in Beltsville, MD, and focuses on the discovery and development of first-in-class biologic therapeutics for the treatment of cancer and other immune-related diseases. The company has tremendous product capabilities and has filed 3 IND in 6 years since its inception.

NextCure's pipeline is constantly growing through our desire for knowledge, which is driven by cutting-edge science. For instance, the company's FIND-IO™ technology provides a broad range of function-based screens and imparts a unique understanding of cell surface molecular interactions between immune and diseased cells to design first-in-class therapeutics. Our innovative culture is the commitment to build a sustainable organization focusing on value creation by providing meaningful benefit to patients in need.

We are excited about the ongoing work at NextCure and invite you to come join us in the culture and build your career in an environment that nurtures professional growth and development.

Job Description

We are seeking a highly motivated and dedicated Director, Business Development and M&A, who will bring tremendous leadership, vision, and initiative to build strategies and to execute transformative transactions to support the company expansional growth. The Director, Business Development and M&A will identify and analyze partnering and M&A opportunities from a clinical, commercial, operational, financial, and strategic fit to drive value creating transactions. The candidate will develop business cases to define value added synergies to generate creative deal structure and defined roles and responsibilities focusing on prospective collaboration advancing first-in-class products to disrupt the field. This is a great opportunity for a candidate with extensive transaction experience interested in exploring end to end aspect of business development and operational collaboration management in biotechnology and healthcare industry.

Responsibilities

- Develop financial models and analyses to establish strategic fit for any given potential partner to propose creative deal structures for advancing innovative therapeutics
- Build presentation focusing on strategic opportunities to articulate business case and the proposed problem-solution toward collaboration deliverables
- Scout for companies and formulate recommendations to support outreach to targeted companies based on forward thinking strategic fit



- Define criteria and generate scorecards to evaluate opportunities by summarizing large amount of clinical, operational, and financial information
- Negotiate and draft term sheet and partnering agreement
- Lead and prepare due diligence activities as part of a cross-functional teams to efficiently execute on partnering opportunities
- Manage successfully post-transaction activities to accelerate product development by focusing on main collaborative objectives

Required education and experience

- MBA, PhD in biological sciences or MD with active role in building and closing business and M&A transactions
- 5+ years of experience in finance and/or investment banking, experience with biotechnology and healthcare industry is a plus
- Required as part of the application: a comprehensive deal sheet with descriptions of specific role of the candidate

Qualifications

- A strategic thinker with outstanding business instincts who can create and drive opportunities into actionable and value-added transactions
- Exceptional interpersonal skills as well as proven sales and negotiation expertise with working knowledge of deal structuring
- Visionary and future oriented individual naturally driven by a “what next” mindset
- A mediator of solutions, seeking alignment among key internal and external stakeholders and capable of thinking on his/her feet
- Seeing the big picture and acting in anticipation of future needs or necessary adjustments for achieving the desired objectives
- Outstanding analytical and communication skills to clearly articulate complex and abstract issues
- Capable to work with independence and proactively advance projects towards results.
- Proven ability to efficiently lead multiple projects in parallel
- Strong understanding of law, accounting, and business
- Commercially astute and a strong desire to achieve in a business driven by timelines

NextCure is an Equal Opportunity Employer and offers a competitive salary and benefits package in a scientifically engaged teamwork environment. Qualified candidates should email their resume to busdev@nextcure.com.