

## **ASTERAND JOB OPENING**

### **Chief Scientific Officer**

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Asterand seeks to fill a Chief Scientific Officer position. This new role will be responsible for establishing and leading the scientific strategic positioning and direction of Asterand.

#### **POSITION LOCATION:**

South San Francisco, California or Detroit, Michigan

#### **POSITION DUTIES AND RESPONSIBILITIES:**

- Understand needs and trends, globally, in human tissue biobanking, and human tissue based research.
- Derive a science strategy that underpins Asterand's business strategy, which is to become a leader in human-based solutions for pharmaceutical companies engaged in drug discovery research. Gain agreement with the CEO and Board, and lead implementation of this strategy.
- Be at the table when significant biobank projects are assembled, and shape a material role for Asterand. Indeed at times create / identify the project. These projects could be in the government arena, or in pharmaceutical companies, or with competitors / complementary companies.
- Articulate the company's science premise and strategy in a compelling and inspirational manner, both internally and externally. Provide scientific and technical advice to the CEO, Board and the company.
- Identify opportunities and lead collaboration with outside bodies, in order to gain access to key capabilities. Form strategic partnerships and academic and research collaborations as appropriate. Unearth relevant grant and government contract opportunities.
- Maintain awareness of emerging changes in the regulatory landscape. Mobilise support to encourage changes positive for Asterand.
- In clinical, product, service, process and technology aspects:
  - Identify and propose areas for new product/technology development and innovation.
  - Ensure up-to-date methodology in Asterand's offerings and lab operations, while maintaining high standards of scientific rigor.
  - Provide advice on services offerings and development of new assays.
  - Evaluate and implement emerging technologies in human tissue research.
- Support Asterand's commercial efforts:
  - In evaluating external business development opportunities from a clinical/scientific perspective.
  - In sales and marketing (scientific selling – particularly for larger MSA deals), using industry knowledge and experience to establish personal and company credibility with prospective clients and the industry at large.
  - In strategic supply site development.
  - In M&A activities, inputting into strategy and identifying opportunities from scientific perspective
  - In management of Asterand's patent portfolio.
- Act as Asterand's Bio Ethics officer (regulatory affairs). Ensure maintenance of Asterand's high ethical standing.
- Develop and steer a Scientific Advisory Board to provide access for the company to opinion leaders and expertise across a range of scientific specialties.

#### **EXPERIENCE REQUIRED:**

- A leader in the design and configuration of biobanks, their capability and potential for research use. Knowledge of:
  - Interplay with emerging trends in personalised medicine, pharmacogenomics and stem cells.
  - The use of human tissue in basic and applied (E.g. drug discovery) research, including hands on experience.
  - Bioethics guidelines and international regulatory requirements for human tissue.
- PhD (or possibly MD). Proven ability to write original scientific documents.
- A minimum ten years clinical experience in the pharmaceutical or biotechnology industry at a senior level. Either at big Pharma, or as a key person in a small company (E.g. with a biomarker technology platform). Alternatively, previous experience at the FDA or NCI.
- Expert knowledge of drug discovery and development process. Exposure to proteomics, genomics and biomarker development.
- Credibility, class and caché: A “door opener” at a senior scientific level in pharma companies. Similar connections with government and regulatory bodies such as the NCI. An established set of contacts with key opinion leaders.
- A plus would be experience in design and development of assays to use in drug discovery.

#### **KEY ATTRIBUTES REQUIRED:**

- Passionate champion and inspirational conveyor of the value of technology / scientific change.
- Outstanding interpersonal, presentation and communication skills, both written and oral.
- Strong leadership and people management skills that focus on teamwork and building alliances.
- Good business acumen. Ability to sense a deal, or more specifically to be at the table when a potential deal is conceived, and to then engage the relevant personnel. Ideally, experience in business development and/or licensing contracts.
- Strong results driven focus, high level of enthusiasm and energy.
- Integrity.
- Willing and able to travel internationally.

#### **WORKING CONDITIONS:**

- Occasional work evenings, weekends as required.
- International travel 25%.
- Pleasant working environment.