

## **NEW PRODUCTS STRATEGY (DIRECTOR/HEAD)**

BOSTON, MA | FULL-TIME

Cytovia Therapeutics is a biotechnology company that aims to accelerate patient access to transformational immunotherapies, addressing several of the most challenging unmet medical needs in cancer. Cytovia focuses on Natural Killer (NK) cell biology and is leveraging multiple advanced patented technologies, including an induced pluripotent stem cell (iPSC) platform for CAR (Chimeric Antigen Receptors) NK cell therapy, next-generation precision gene-editing to enhance targeting of NK cells, and NK engager multi-functional antibodies. Our initial product portfolio focuses on both hematological malignancies such as multiple myeloma and solid tumors including hepatocellular carcinoma and glioblastoma. The company is establishing R&D and GMP manufacturing operations in the greater Boston area and partners with Cellectis, CytoImmune, the Hebrew University of Jerusalem, INSERM, the New York Stem Cell Foundation, STC Biologics, and the University of California San Francisco (UCSF).

### **The Role**

This role offers an opportunity to become part of a growing, diverse, and ambitious team working together on cutting-edge platforms and assets in the area of NK cell therapy and gene editing. You will have a unique opportunity to think ahead and try to determine the direction of the next generation of cell therapies for the treatment of cancer for the next 5-10 years and what can be done to bring them to patients. This requires someone with a strategic mindset and leadership & influence capabilities who is able to operate with speed and agility in an entrepreneurial, fast-paced, and changing environment.

### **Key Responsibilities:**

- Strengthening the R&D/commercial interface to enhance pipeline value, accelerate priority assets/data readouts.
- Creating and managing the products' commercial strategy, competitive positioning, and if appropriate strategic pricing strategy (including reimbursement) for assets.
- Identify claims and evidence that will resonate the most with customers, payers, and patients. This should result in a TPP (Target Product Profile) for each key asset.
- Establish the long-range forecasts for key assets. Ensure forecasting, analytics and financial rigor (P&L, e-NPV, cash flow).
- Interact with R&D to influence the clinical development strategy in order to focus on the most relevant data set that will maximize future commercial success.
- Lead the Competitive Intelligence process to ensure Cytovia remains highly competitive in its markets.
- Participate in the evaluation of licensed-in/out projects with a focus on the future commercial value (NPV) of the candidates.

**Requirements:**

- Pharm D or PhD combined with MBA or finance background required.
- 6 years+ experience in consulting and/or commercial experience (marketing and/or market access) in biotech/pharma.
- Experience in oncology and/or cell therapy.
- Experience working in a cross-functional setting interacting with R&D, clinical development, and manufacturing.
- Excellent communication and presentation skills.

**Cytovia Therapeutics is an Equal Opportunity Employer**

We strive to create a space free of both explicit and implicit discrimination and harassment where everyone feels safe, heard, and valued. The character of our employees is as important as their talent, and we're proud of the team and environment we're assembling as we grow.