



Senior Director, Strategic Alliances
Break Through Cancer

Break Through Cancer is a new type of foundation which empowers outstanding researchers and physicians to intercept, as well as find cures, for the deadliest cancers by stimulating radical collaboration. It represents a first-of-its-kind collaboration of five of the top cancer research centers in the world: Dana-Farber Cancer Institute, Johns Hopkins Sidney Kimmel Comprehensive Cancer Center, MIT's Koch Institute for Integrative Cancer Research, The University of Texas MD Anderson Cancer Center, and Memorial Sloan Kettering Cancer Center.

Break Through Cancer is focused on several of the world's deadliest cancers: initially glioblastoma, AML, ovarian, and pancreas cancers. These are diseases with poor prognoses for which progress has been very slow. We are looking beyond conventional therapies, utilizing new strategies, structures, and thinking from across disciplines, with the goal of enabling discoveries at an unprecedented pace.

Break Through Cancer's success will rely on mission-driven partners who share our sense of urgency to transform the cancer ecosystem to support the next generation of cancer treatment and prevention. Break Through Cancer has initiated discussions with pharma, biopharma, biotech, and high-tech companies to explore ways of working together as part of a shared community. This community will be centered around the Break Through Cancer Industry Partner Alliance, a membership model for pharma and biotech, which will be supported by a suite of templated agreements designed to simplify interactions and foster scientific progress.

Break Through Cancer seeks an experienced, organized, passionate, and enthusiastic Senior Director, Strategic Alliances to report to the Chief Science Officer. The Senior Director will be responsible for the Break Through Cancer Industry Partner Alliance (IPA), including the formation and stewardship of strategic partnerships that help to foster the work of Break Through Cancer teams, establishing and/or strengthening relationships with a diverse set of biotech and pharma partners, identifying opportunities for new alliances, and developing strategies to ensure partnerships are beneficial to all parties. Responsibilities include:

- Work closely with the Chief Science Officer, Chief Data Officer, Programs Team members, and members of Break Through Cancer-funded teams to understand the strategic needs of different projects, identify partnerships that will support the research, and drive new partnership plans;
- Develop a network of strong advocates across industry partners and participating institutions who can directly impact the successful implementation of the IPA;
- Advance, manage, monitor, and report out to TeamLabs and industry partners on joint goals, progress, issues, and overall health of the IPA;
- Work closely with the Chief Science Officer and Chief Operating Officer to support the work of the Break Through Cancer Technology Review Committee in support of productive industry interactions;
- Identify and manage potential challenges in IPA collaborations including management of human subjects and intellectual property obligations, contingencies, timelines, resources, and other issues; and
- Provide operational oversight and metrics that focus on the consistency, scalability, cost effectiveness, and overall process efficiency in the IPA.



Qualifications

- 7+ years of experience in academic-industry alliance management and/or business development in life sciences or related field;
- Experience building and managing successful relationships between scientists, clinicians, and data scientists between academia, technology, and biopharma companies;
- Significant experience with clinical trial contracting in oncology or related field;
- Excellent business acumen with demonstrated ability to develop solutions that support product, team, corporate, and alliance objectives;
- Strong facilitation, problem-solving, and issue resolution skills;
- Excellent interpersonal /relationship management skills and proven ability to facilitate internal alignment;
- Ability to negotiate and resolve conflicts effectively and diplomatically; and
- Excellent verbal and written communication skills; ability to connect with a variety of stakeholders.

To apply for this position, please submit a cover letter and cv to: info@breakthroughcancer.org In your cover letter, please answer the following:

1. What has motivated you to apply for the Senior Director of Strategic Alliances role at Break Through Cancer, and in particular, what inspires you to work for a foundation that is dedicated to cancer research?
2. Describe your experience building and managing relationships between researchers and industry partners.
3. Provide examples of how you have navigated politically complex and matrixed environments.

Break Through Cancer is committed to providing equal opportunities in employment and prohibits discrimination and harassment of any kind. We treat our fellow Break Through Cancer colleagues and Break Through Cancer applicants fairly and respectfully. We seek to employ people with skill and integrity, and provide them with the means to develop professionally. We hire without regard to race, color, religion, creed, citizenship, national origin, age, sex, gender, pregnancy, gender identity/expression, sexual orientation, marital status, disability (including neurodiversity), genetic information, veteran status, and any other legally protected group, in accordance with applicable federal, state, or local law.