



## **Director of 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 multi-institutional sponsored research and clinical trial agreements designed to simplify interactions and foster scientific progress.

**Break *Through* Cancer seeks an experienced, organized, passionate, and enthusiastic Director of Strategic Alliances to report to the Chief Science Officer.** The Director will be responsible for Break *Through* Cancer's relationships with industry and the Break *Through* Cancer Industry Partner Alliance, which will include 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. This position is based in Cambridge, MA. Employees are expected to be onsite 3-4 days per week.

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 Alliance;
- Advance, manage, monitor, and report out to TeamLabs and industry partners on joint goals, progress, issues, and overall health of the Alliance;

- Work closely with the Chief Science Officer and Chief Operating Officer to support the work of the Break *Through* Cancer Technology Review Committee, including identifying and resolving contractual issues slowing progress within Break *Through* Cancer TeamLabs;
- Identify and manage potential challenges in Alliance collaborations including human subjects and intellectual property obligations, contingencies, timelines, resources, and other issues;
- Provide operational oversight and metrics that focus on the consistency, scalability, cost effectiveness, and overall process efficiency of the Alliance.

### Qualifications

- 7+ years of experience in alliance management, business development, life sciences, or related field;
- Experience building and managing successful relationships with institutions, scientists, clinicians, pharma/biotech;
- Deep understanding of cancer research and clinical trials;
- Excellent business acumen with demonstrated ability to develop solutions that support product, team, corporate, and alliance objectives;
- Strong contracting, facilitation, problem-solving, and issue resolution skills;
- Excellent interpersonal /relationship management skills and proven ability to facilitate internal alignment;
- Ability to effectively and diplomatically negotiate and resolve conflicts;
- 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 [careers@breakthroughcancer.org](mailto:careers@breakthroughcancer.org)

Please address the following in your cover letter:

1. What has motivated you to apply for the Director of Strategic Alliances role at Break *Through* Cancer?
2. Describe your experience developing partnerships at the interface of academia and industry.
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 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.