



Osivax is a clinical-stage biotech company leveraging its novel platform technology, oligoDOM®, to develop transformative, first-in-class pan-respiratory virus vaccines. Osivax's lead candidate is a "universal" influenza vaccine, which is currently in Phase 2 clinical trials with over 1,100 subjects tested and encouraging efficacy proof of concept data. Beyond Influenza, Osivax is using its technology to be expanding into other infectious disease indications through combinations and collaborations worldwide.

We are looking for a:

**Licensing, Alliances and Partnerships manager (M/F)**  
**Preferably based in Lyon, France (69)**  
**Full-time employment**

Within the Business Development and Strategy Department, under the responsibility of the Chief Business Development Officer, you will support the development of the Business Development activities. You will actively contribute to the search for, evaluation and negotiation of external partnership opportunities, and also ensure the strategic alliance management.

**YOU JOIN OSIVAX FOR THESE MISSIONS:**

- Identify and pursue new strategic partnership opportunities (licensing, M&A, collaborations ...) and assess potential partners in line with the company's strategy
- Produce and maintain Business Development materials translating outstanding scientific results into pertinent business pitch
- Coordinate and monitor the Due Diligence process:
  - Animation of the Due Diligence process (kick-off, Q&A, follow-up meetings...)
  - Set-up and monitoring of the data-room structure and content
  - Preparation and writing of technical Due Diligence documents prior to review and validation by Osivax experts (Preclinical, Clinical, Regulatory, CMC,...)
  - Collection of technical analyses and consolidation
- Build Business Cases to assess the respective deal value for each partner (Scientific research, market assessment, estimation of prices and market penetration...)
- Support the contract negotiation, suggesting creative win-win terms and coordinating with legal advisors to ensure that all terms and conditions are favourable to Osivax
- Manage and keep up to date the BD tracking tools (BD database, Mapping of potential targets)
- Manage the strategic alliance (after deal signing)
  - Animation of the strategic alliance process by coordinating meetings and reporting with the relevant transversal teams or experts
  - Coordination of the execution of partnership agreements in close collaboration with R&D/clinical/CMC teams and escalate in case of discrepancies.
  - Review of deal performance and KPIs and identification of financial and operational risks and opportunities

**YOUR BACKGROUND & PROFIL ARE:**

- At least 5 years of professional Business Development or M&A experience with significant experience in the biopharmaceutical industry.
- Scientific education (PhD, MD, DVM, PharmD, Engineer) combined with a master's degree or MBA

- Demonstrated ability to support the execution of multiple successful deals and licensing agreements.
- Strong finance and deal split contributions understanding, strong skills of deal valuations.
- Good understanding of the biologic drug R&D process including discovery, development, and clinical research
- Excellent written and verbal communication skills in French and English
- Ability to prioritize, manage time efficiently, and implement creative solutions to meet program needs without compromising quality and accuracy.
- Strong team player with excellent interpersonal skills, ability to interact positively and effectively with people at all levels of an organization, and externally. Ability to communicate reliably and transparently.
- Intellectually curious with the ability to “think out of the box”.
- Self-starter with a start-up mentality and a sense of self initiative to the achievement of BD goals.

*If you think your profile could match, please send your application to [smolinari@osivax.com](mailto:smolinari@osivax.com)*