



## Senior Director, Corporate Development

### About MaxCyte:

MaxCyte is a leading provider of cell-engineering platform technologies to advance innovative cell-based research, development, and commercialization of next-generation cell therapies. The company's existing customer base ranges from large biopharmaceutical companies — including 20 of the top 25 pharmaceutical companies based on 2020 global revenue — to hundreds of biotechnology companies and academic translational research centers. MaxCyte has granted 14 strategic platform licenses to commercial cell therapy developers that allow for more than 75 clinical programs. Founded in 1998, MaxCyte is headquartered in Gaithersburg, Maryland, US.

### Job Summary:

Reporting to the VP Strategy and Corporate Development, the Senior Director, Corporate Development is responsible for supporting the Company's Strategy, M&A initiatives and strategic planning processes, including financial, market, and operational analysis. The candidate is expected to be a business and functional expert with experience managing multiple cross functional projects and outside relationships. Creative analysis, independent thought, and a proactive approach to adding value to the organization are key elements of this position.

### Job Responsibilities

- Provides data and expertise to Marketing and Research and Development teams in the implementation of the Company's technology strategy and the assessment of organic and inorganic growth opportunities.
- Engages in search, diligence, and creative deal structuring on assets for co-development, in-licensing, or acquisition.
- Develops financial model assumptions for M&A, joint ventures, project development and financing activities. Works collaboratively with finance and accounting teams to ensure complete alignment for all aspects of finance, accounting, and budgeting
- Conducts competitor analyses and monitors industry trends in key target markets in collaboration with the strategic marketing team
- Assesses alternative business models



- Assists in creating presentation materials for executive management, potential partners, and customers.
- Assists with integration planning and implementation as needed
- Serves as an integral member of company's strategic planning efforts to identify, assess, and prioritize growth opportunities
- Takes increasing responsibility in leading screening assessments
- Maintains strategy and business development dashboard
- Develops and maintains strategic partnerships to establish evaluations and through the close of the deal. Will be responsible for transitioning the opportunity to the strategic marketing team when and under senior leadership guidance.

### **Job Qualifications**

- Bachelor's Degree Required, Master's degree in business, life science, or equivalent preferred
- 5-10 years corporate development, strategy planning and business development in the life sciences industry
- Working knowledge in several scientific domains including oncology, immunology, cell therapy, and RNA therapeutics.
- Demonstrated development of inorganic growth strategy
- Track record of successful deal modeling and transaction analysis, including deal structuring experience at the \$50MM+ level
- Strong quantitative data analysis skills, including advanced Excel modeling skills
- Demonstrates effective verbal, written, and listening communication skills.
- Strong interpersonal skills. Capacity to work effectively cross-functionally and to influence people without direct authority.
- Willingness to assume additional or new responsibilities readily.
- Ability to prioritize and multi-task in a fast paced, changing environment with strong attention to detail and organizational skills.
- Excellent analytical and problem-solving skills.

### **Personal qualities required for the position:**



- Highly motivated creative thinker
- Team player willing will to contribute to success in a variety of roles
- Comfortable in a fast-paced environment with shifting and dynamic priorities