



Odgers Berndtson | Position Brief

Dana-Farber Cancer Institute

Director of Business Development



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Introduction & Overview

Dana-Farber Cancer Institute (“Dana-Farber” or “DFCI”) in Boston, Massachusetts is a world-class, Harvard-affiliated cancer research and patient care institute. Dana-Farber seeks a Director of Business Development who will support Dana-Farber’s clinical care, research, and education missions by: formulating strategic alliances based on DFCI’s research and care delivery; deploying and monetizing DFCI’s know-how and brand; and identifying novel opportunities for enhancing revenue from commercial sources. DFCI’s approach for actively engaging industry provides room to innovate in therapeutics, technology, and clinical care.

The Director will report to the Senior Vice President, Innovation and work closely with the Senior Vice President to achieve these broad goals.

The new Director will have deep experience in healthcare; a proven record conceiving and closing deals; experience successfully contributing to his/her organization’s mission and financial health; and collaborating in matrixed and decentralized organizations.

Successful leaders at Dana-Farber value transparency, integrity, flexibility, and caring. The new Director must mirror these values in practice and in collaboration with colleagues and with external partners. The Director will be successful in contributing to the success of Dana-Farber’s scientists and clinicians and will derive personal and professional satisfaction from contributing to Dana-Farber’s success.

About Dana-Farber Cancer Institute

Dana-Farber Cancer Institute is a world leader in basic and clinical research, training, and application of advanced diagnostic and treatment methods relating to cancer. The mission of DFCI is to provide expert, compassionate care to adults and children with cancer while advancing the understanding, diagnosis, treatment, cure, and prevention of cancer and related diseases.

DFCI is a principal teaching affiliate of Harvard Medical School, a federally designated Center for AIDS Research, and a founding member of the Dana-Farber/Harvard Cancer Center, a Comprehensive Cancer Center designated by the National Cancer Institute (NCI). Through those roles, the Institute provides training for new generations of physicians and scientists, designs programs that promote public health, particularly among high-risk and underserved populations, and disseminates innovative patient therapies and scientific discoveries across the United States and throughout the world.

Founded in 1947 by Sidney Farber, MD, today the Institute directly employs over 4,000 people supporting more than 350,000 patient visits per year, is involved in some 750 clinical trials, and is internationally renowned for its research and clinical excellence.

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Yawkey Center | **DFCI**



DFCI is supported by the National Cancer Institute, as well as by other Institutes of the National Institutes of Health, by numerous foundations and individuals who contribute to the Institute's research and clinical programs, and to the Jimmy Fund, the principal charity of the Institute. Dana-Farber spends \$450 million per year on its cutting-edge research.

Massachusetts is home to a biotechnology and life science clusters that are second to none. Complementing these outstanding organizations are over 40 colleges and universities which offer advanced degrees in the life sciences, the top five National Institutes of Health-funded hospitals in the nation, and the most highly educated workforce in the U.S.

Dana-Farber actively seeks and successfully engages companies of all sizes in sponsored research agreements and strategic alliances. The Institute has over \$50 million in sponsored research agreements each year. Dana-Farber scientists also actively found companies that license Institute intellectual properties.

The Opportunity

This is an exceptional opportunity to lead business development and commercial alliances; reap financial gain from Dana-Farber's know-how, care models, and intellectual property; and expand the impact of the Institute's world-class research and care.

The Director's work will fall into several areas.

- First, preparing DCFI to "up its game" working with industry. This will include developing effective business processes for presenting DCFI technologies to industry and generating support for research programs; building a pipeline of potential discoveries to market will be a natural outgrowth of this effort. The purpose of this work is generating additional funds to support Dana Farber's world class research enterprise and accelerating delivery of new therapies to patients.
- A second locus of activity will be internally focused with DCFI's scientific staff and licensing team to identify and develop new business and partnering opportunities. This will entail assessing commercial potential and market opportunity for discoveries and leading the work to ascertain the best method for bringing the technologies to market, e.g., licensing, new company creation, partnership with an established commercial firm, or a combination of these alternatives. The goal is to develop a robust pipeline of partnering and alliance opportunities so several significant deals can be completed each year.
- Third, the Director will formulate and lead Dana-Farber's efforts to initiate and sustain partnerships with biotech and pharmaceutical companies and develop long-term affiliations with major companies which have the potential to diversify funding streams and provide support to investigators.

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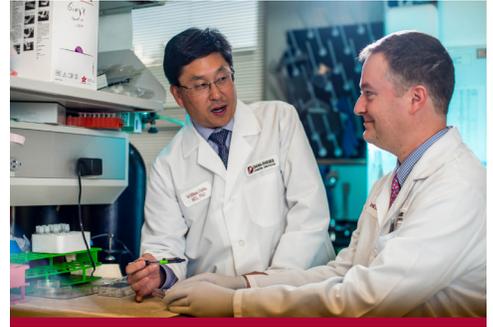


The efforts will focus around three clusters where Dana Farber has extensive research programs:

- Genomics, Epigenetics, and Cancer Biology
- Chemical Biology and Drug Development
- Immuno-Oncology and Big Data/Software

One type of such collaboration is the recently announced alliance with Philips through which brings clinical pathways developed from DFCI's extensive history of delivering outstanding patient care to patients around the globe (See [Link](#)).

Another example of prior success is Dana Farber's research collaboration with Lilly under which scientists are working together on pre-clinical and clinical studies, molecular analyses of patient samples, and the design and conduct of clinical trials to advance cancer care (See [Link](#)).



Qualifications

The Director will be goal-driven, demonstrate strong commitment to achieving Dana-Farber's broad objectives, and adept at working with leading researchers, senior executives, corporate and other external partners, and investors. Candidates should have an advanced science degree along with a business degree or significant business experience.

The most competitive candidates will have 10 to 15 years of experience in technology commercialization, marketing, corporate partnering, investing, deal making, or business acceleration in a corporate or academic setting. Prior experience will include identifying new therapeutic and IT opportunities, conducting due diligence on potential opportunities, and negotiating partnership and alliance agreements. The new Director will have a strong network of contacts in biopharma and/or health IT.

The best candidates will also have the following capabilities and personal attributes:

- Participatory management and leadership styles that model the values of service, initiative, and collaboration;
- Strong project management and leadership skills to complete complex transactions on the desired timeline;
- A problem-solving style based on personal integrity, professional confidence, and excellent relationship management skills;
- Nuanced business judgment and personal maturity; and
- A commitment to exceeding high ethical, integrity, and compliance standards.

The final candidate will be required to successfully complete a full background review and check.



Procedure for Candidacy

Please send applications and nominations to:

DFCIBizDev@odgersberndtson.com

Or reach out directly to the consultant leading this engagement:

Nicholas Brill | Partner

+1 617 932 7945

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Please visit the Dana-Farber Cancer Institute website for additional information:

<http://www.dana-farber.org>

Dana-Farber Cancer Institute is an equal opportunity employer and affirms the right of every qualified applicant to receive consideration for employment without regard to race, color, religion, sex, gender identity or expression, national origin, sexual orientation, genetic information, disability, age, ancestry, military service, protected veteran status, or other groups as protected by law.



About Odgers Berndtson



Odgers Berndtson Executive Search is a leading global executive search firm, assisting private and public sector organizations find the highest caliber people for senior management appointments across North America and internationally.

Our reputation at the top of the executive search profession is over 50 years old. With offices in over 50 cities worldwide, our experienced executive search specialists operate with absolute discretion, integrity and care, and are expert in finding exceptional individuals for challenging roles.

WE ARE GLOBAL

We have the support of an excellent international network of offices on the ground expanding across more than 30 countries globally.

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