

MotionHall Business Development Consultant

MotionHall is looking to hire candidates prepared to lead as next generation business development consultants in the life sciences.

This career role is best suited for a person of high integrity and ambition interested in guiding the biopharmaceutical industry towards a new standard of best practice in innovation licensing from both buy and sell perspectives, and with an awareness of the positive second order effects such actions will have on innovative companies and the patients they serve worldwide.

As a MotionHall Business Development Consultant you will:

- Learn, teach and guide senior leadership teams in applying MotionHall tools, methods and philosophies towards company value inflection points levered on business development excellence, including:
 - Applying a market lens to platform and asset go-to-market including selection of initial markets, market segmentation and indication and/or target and/or asset prioritization.
 - Applying the business development lens to portfolio management including asset development decisions and planning of licensing and M&A timing such as to likelihood of maximizing company share value and/or achieve other company strategic goals impacted by business development and partnering.
 - Partnering market analysis and approach planning, including discussions of deal comparables, competitive landscape and partnering market composition and application of a series of research-backed, best practices for achieving ideal market outcomes in each individual scenario.

- Effective outreach, outreach best practices and effective internal navigation of companies.
- Market Development planning as needed to achieve desired deal outcomes.
- Act as a direct resource to MotionHall clients and members throughout the engagement by facilitating and leading portions of client meetings from initial contact through to success, according to project requirements.
- Work directly and in close concert with the MotionHall senior leadership team including CEO Rachael Craig and Chief of Staff, Danielle Lovell.
- Be robustly supported by a team and internal software infrastructure to maximize your availability as a strategic leader and minimize your time spent on administrative, analysis, documentation and other non-strategic tasks.
- Advise your supporting team on specific requirements and actions required for proposals, client education and support, custom analysis and other tasks according to MotionHall internal standards and best practices.
- Work from home within a technology-enabled remote-first team environment, and travel for conferences and events where applicable.

Required Qualifications:

- Ph.D or Master's Degree or equivalent in an applicable health sciences discipline.
- 2-4 years of strategy consulting, executive leadership, or other relevant project-based work experience.

- Business research and analysis experience, with demonstrated ability to read data and draw accurate, logical conclusions.
- Demonstrated experience working and presenting to senior business leaders, including CEO and Board. You will be required at times to deliver bad news to senior industry leaders, say no, receive intense criticism, and throughout maintain frame, kindness and professionalism without faltering on the critical points that will lead to their eventual success.
- Demonstrated ability to be a kind, humble and effective team player deserving of the high-trust environment you will be working in. This includes operating with transparency to senior leadership, and with respect and kindness to junior colleagues and executive assistants. You must share mistakes with clarity of mind and delegate efficiently to your supporting team. If you cannot be trustworthy, humble and kind we will fire you at our earliest awareness without hesitation or regret.
- Alignment with our mission to serve and support biopharmaceutical leaders with best-in-class tools and strategies to meet their business development goals.
- You will have assistance in this role that does not require you to have excellent written English or meticulous attention to detail, however you will be required to function within a highly process-driven environment and cooperate with these processes to work most effectively with both your team and clients.

The following characteristics are not required, but valued for this role:

- Fluency in Chinese Mandarin;
- Experience closing venture, licensing and/or M&A deals as the deal leader and negotiator;

- Interest and aptitude for developing thought leadership in the form of hosted webinars and events, white papers, and other written content. Please view MotionHall's online case studies, white papers and event transcripts for examples.
- Ability to envision and help actualize positive futures for the biopharmaceutical industry, including but not limited to having independent perspectives on the impacts and role of world events such as the coronavirus pandemic, the integration of emerging software into discovery and work processes, and the future of finance, licensing, M&A, insurers, regulation and other applicable topics and areas of general interest to industry leaders.
- High, impact-oriented, ambition.
- Experience working in a Silicon Valley technology startup environment.

Location:

You may live in any suitable global location for this role.

You can learn more about us by visiting our website and careers page:

<https://www.motionhall.com/careers/>

About MotionHall:

[MotionHall](#) is a Silicon Valley technology company and startup founded by Dalhousie graduates in neuroscience and computer science. MotionHall is venture financed by Village Global, a fund backed by Bill Gates, Jeff Bezos, and Michael Bloomberg to advance improvements in healthcare. Our global team has a substantial presence in Nova Scotia, Vancouver, and San Francisco. MotionHall's customers are global biopharmaceutical companies actively engaged in the research and development of new medicines, vaccines, drugs and diagnostics.

MotionHall's mission is to bring promising life sciences breakthroughs to patients faster and at lower cost.