



Position: Vice-President, Business Development – Pharmaceutical Sciences
Reports to: Chief Executive Officer
Status: Permanent

NoNO Inc. is a clinical stage biotherapeutics company dedicated to the research and development of pharmaceuticals for the treatment of common health disorders with unmet medical needs, including acute ischemic stroke.

We are accepting applications for a position of **Vice-President of Business Development (VPBD) – Pharmaceutical Sciences** to be based in our office in Toronto. He/she works collaboratively with the management team and reports directly to the CEO. The VPBD, among other things, will use information from multiple pre-clinical and clinical I projects with major regulatory impact, and in synchrony with the Company's intellectual property portfolio, to develop and carry out company's business development strategy. The person will be recognized internally and externally as a business development expert, responsible for developing comprehensive commercial drug development plans with sales strategies and developing partnerships with pharmaceutical companies to commercialize company assets.

SPECIFIC RESPONSIBILITIES MAY INCLUDE THE FOLLOWING:

- Have a clear understanding of the pharmacology, molecular, and cellular biology of the drugs developed by NoNO in order to lead scientific and pharmacology discussions internally within the Company, and with other parties including subcontractors, investors, potential licensees and/or acquirors of the Company's assets.
- Work with Senior management to develop a detailed commercialization strategy to enable NoNO to value its key assets for the purpose of further development, licensing, or sale. This strategy must be based on the pharmacology and biology of the Company's pharmacological assets. This includes a global commercialization strategy for each asset including pricing and sales/distribution targets and lifecycle commercial development strategies.
- Develop, articulate, and document the value proposition for NA-1, the Company's lead product, for the main indication of Acute Stroke, and other pharmacological assets, as well as for other medical indications that may contribute to the life-cycle management of the Company's assets (the "**Written Report**").
- Develop, implement, and create strategies to expand the business and the commercial opportunity for our lead drug, including potential label claims, in a proactive manner, and based on the drug's pharmacological features and mechanism of action in various indications.
- Work closely with the management team to ensure that the strategic plan for the business development-pharmacological sciences reflects the strategic plan for the Company
- Spearhead business development initiatives consistent with the vision of the Company to assist in the development of its pharmacological assets.
- Simultaneously manage multiple business initiatives to allow the Company to take advantage of best opportunities.

- Work closely with the clinical trial teams to ensure scientific and late development plans are consistent with target label claims and corporate goals to market the Company's products.
- Oversee and perform continuous market research and competitive assessments to maintain updated information on market/industry trends and assess the potential impact on the Company.
- Understand company resources and strengths and collaborate with the internal team in the development of attainable milestones along the drug development pathway that can expand the market for our lead drug.
- Communicate effectively internally and externally to relay business opportunities
- Close business venture opportunities with the support of senior level executives
- Effectively manage, document, and archive sales activity and contracts
- Act, with direct reporting to the CEO, as the Company's primary resource for business development, providing direction and sound advice on all related issues
- Promote cooperation within your own team as well as between groups and other departments
- Assist in the strategy and preparation of regulatory documents, including NDA, and provide strategic guidance to support of business and commercialization interests
- Work with the Chief Technology Officer to secure and/or acquire new intellectual property to promote the Company
- Develop budgets that accurately reflect the ongoing cost of doing business, the cost of implementing/changing projects, the costs of commercialization of our clinical assets, and methods or systems of monitoring and adjusting to meet target budgets
- Evaluate the synergies with digital health initiatives, especially telemedicine and telestroke care, and develop strategies to utilize telemedicine to expand commercial opportunity.
- Assist the development team in identifying strategy opportunities for medicinal chemistry optimization of company's pipeline programs.
- Assist the management team and the CEO with any fundraising activities that may be necessary to enable the Company's strategic needs.
- Work collaboratively with all Company employees to ensure that appropriate resources are available for projects and resolving project conflicts and issues.
- Assist the VP Finance, CEO and company management to forecast and maintain company budgets
- Participate, along with other Company employees, in medical writing of protocols, project plans, investigator brochures, statistical analysis plans, clinical study reports, annual reports, document management, regulatory affairs, including strategy development for regulatory meetings and regulatory submissions,
- Attend meetings with regulatory agencies as required
- Travel as necessary to conduct meetings necessary for the Company's business development in pharmacological sciences activities.
- Liaise as needed with Key Opinion Leaders, Principal Investigators, Clinical Advisors, Safety Committees and other special committees
- Participate in writing grants to improve research and development activities.
- Use effective leadership practices, techniques and performance management to lead the Business Development activities.
- Effectively communicate with the executive management team and other employees.
- Ensure that appropriate and satisfactory systems are in place for monitoring performance against plans and budgets.
- Ensure that operating objectives and standards of performance are not only understood but owned by management and employees.

QUALIFICATIONS

- Proven track record of leading large scale business transactions to bolster a company's CNS pharmaceuticals portfolio
- Proven track record of developing small molecule and peptide drugs in the neurological space
- Demonstrated ability to lead collaborative agreements leading to significant licensing deals
- Demonstrated ability to perform diligence on potential partners and select the best partners

- Well-connected internationally to promote collaborative business development opportunities. Experience with Asian pharmaceutical companies a plus.
- Experience bringing a new drug to market and expansion of the commercial potential post approval
- Ability to collaborate with the CEO in fundraising efforts, whether through individuals, strategic partners, financial institutions or non-dilutive financing strategies.
- Well versed in commercialization of CNS therapeutics in international markets, including North America, Europe, Korea, and Australia
- Innovative thinker that can operate in a dynamic environment to provide solutions
- Ph.D. in a pharmaceutical or business field
- Minimum 15 years of business development experience in the pharmaceutical industry
- Ability to communicate in layman terms business development proposals and strategies with a willingness to educate internal team
- Strong oral and written communication, fluent in verbal and written English
- Strong attention to details, documentation abilities, time management, and motivation skills
- Familiarity with Microsoft Word, Excel and Powerpoint
- Legally able to work in Canada

Salary commensurate with experience.

Yearly Bonus and milestones to be determined by the Board of Directors.

To learn more about NoNO Inc., go to www.nonoinc.ca.

NoNO Inc. thanks all applicants, however only those selected for an interview will be contacted.

NoNO Inc. has a diverse workforce and is an equal opportunity employer.