



## **Vice President of Business Development**

Syros Pharmaceuticals is pioneering the understanding of the non-coding region of the genome to advance a new wave of medicines that control expression of disease-driving genes. Syros has built a proprietary platform to systematically and efficiently analyze this unexploited region of DNA in human disease tissue to identify and drug novel targets linked to genomically defined patient populations. Because gene expression is fundamental to the function of all cells, the Company's gene control platform has broad potential to achieve profound and durable benefit across a range of diseases. Syros is focused on cancer and immune-mediated diseases and is advancing a growing pipeline, including its lead drug candidates SY-1425, a selective RAR $\alpha$  agonist for genomically defined subsets of patients identified by its platform, for a range of cancers including acute myeloid leukemia and myelodysplastic syndrome, and SY-1365, a selective CDK7 inhibitor for a range of blood cancers and solid tumors. Led by a team with deep experience in drug discovery, development and commercialization, Syros is located in Cambridge, Massachusetts.

Syros Pharmaceuticals is seeking a Senior Director / Vice President of Business Development to fill a newly created position and lead all aspects of the business development process for the Company. The role will report to the Chief Operating Officer and have significant visibility and interaction with the Syros Executive Team. Forging strategic collaborations is a critical component of Syros' corporate strategy, and as such, this person in the role will play a pivotal role in building the business.

### **Specific Responsibilities:**

- Working with the executive team to establish the business development strategy
- Create and execute on the "marketing plan" for the company's platform and each of the company's programs to be used to target and attract prospective collaboration partners
- Lead financial modeling and deal structuring
- Lead negotiations and close deals
- Build alliance management function

### **Preferred Qualifications:**

- BA and MBA or advanced degree
- At least 10 years of BD experience
- Track record of successfully negotiating and closing deals
- Relationships in the biopharmaceutical industry
- Strong knowledge of contracts and deal terms / structures
- Strong analytical skills and knowledge of the pharmaceutical R&D process
- Ability to work in a dynamic, start-up environment
- Self-started who can work autonomously