

Company Overview

Esperion is a small company doing big things. Our innovative team of lipid management experts are committed to leveraging our understanding of cholesterol biosynthesis to develop innovative therapies for the treatment of patients with elevated low-density lipoprotein (LDL-C). At Esperion we are passionately committed to bringing complementary therapies to the hypercholesterolemia space that address unmet patient needs in a way that is “patient-friendly, physician-friendly and payer-friendly.”

Esperion’s corporate headquarters are located in Ann Arbor, MI. The Company offers a competitive salary including a performance-based bonus program and stock-based compensation, a comprehensive benefits package including a 401(k) matching plan and health insurance, and paid time off and holidays.

Position Title: Director, Business Development

The Director, Business Development will support the Vice President, Business Development and Alliance Management in the identification and analysis of transactions that support the Company’s strategic objectives. The Director, Business Development will bring a strong track record of business development experiences and contacts, which can be applied to future deals and alliances. Responsibilities include evaluation of opportunities, maintaining and building strong relationships and credibility with strategic partners, conducting/organizing due diligence, and execution of strategic deals and partnerships. Available as a remote position from a home-based office.

Preferred Location: Remote – US

Essential Duties and Responsibilities*

- Partner with the Vice President, Business Development and Alliance Management to execute the Business Development strategy.
- Manage the day-to-day corporate and business development activities, lead internal team to identify and develop opportunities of highest interest/value, organize diligence activities, partner with external counsel, and participate in negotiations.
- Collaborate with senior management of potential partners and/or target organizations; communicate in a manner that reflects positively on the company, its’ strategy and core values.
- Partner with finance in the development of financial analysis and valuation models for potential corporate collaborations and partnerships.
- Ensure that the company maintains a strong presence at key business development forums.
- All other projects and responsibilities as assigned by the management and supervisor.

**additional duties and responsibilities not listed here may be required*

Qualifications (Education & Experience)

- Bachelor's Degree required; M.B.A. and/or other advanced degree (MD/Ph.D) preferred.
- A minimum of 10 years (bio)pharmaceutical industry experience including leadership experience in business development.
- Creative thinking with the ability to translate corporate development goals into a business development strategy with appropriate tactics.
- Experience in all aspects of business development and licensing including evaluation, due diligence, modeling, negotiating, and closing deals. We will only consider candidates with recent successful deal experience (preferably in the cardiovascular space).
- A strong understanding of drug development and commercialization.
- Experience working cross-functionally with R&D, finance, legal, human resources and commercial organizations, to formulate business development strategy and drive competitive initiatives to successful conclusions.
- The ability to move within a fast-paced environment is critical to success in this role.
- Excellent communicator and influencer with effective presentation skills.

Notice to Agency and Search Firm Representatives: Esperion Therapeutics is not accepting unsolicited assistance from agencies and/or search firms for any job posted on this or a referring site. Please, no phone calls or emails. All resumes submitted by an agency and/or search firm to any employee at Esperion via email, the internet, or in any other form and/or method without a valid written agreement in place will be deemed the sole property of Esperion. No fees will be paid in the event that a candidate is hired by Esperion as a result of an unsolicited agency and/or search firm referral.

All qualified applicants are requested to submit a cover letter and CV via email to hr@esperion.com.