



Job Title – Sr. Director, Business Development

Location – San Diego, CA

Mission Statement:

LENZ employees are united in a mission to improve and sustain vision. We are passionate and creative about applying scientific innovation to meet the needs of the millions of people worldwide who suffer from Presbyopia and other ophthalmic maladies. We focus on the development and commercialization of new therapies to bring our mission to life for patients every day.

We are committed to providing an engaging, rewarding work experience that reflects the passion our employees bring to our mission to improve and sustain vision. Our company fosters a diverse and inclusive culture where our employees are encouraged to learn, grow, and innovate, while making a meaningful difference for millions of people around the world.

LENZ provides equal employment opportunities to all employees and applicants.

Overall Purpose:

Create and execute a thorough global business out-licensing plan that corresponds with the Company's overall growth targets.

Key Responsibilities of the Role:

- Assess and analyze potential ex-US markets for growth, including conducting market research, competitor analysis, and evaluating regulatory frameworks to recognize possibilities and obstacles.
- Through professional, consultative, and proactive outreach activities directed at decision-makers to create and execute deals.
- Convey sophisticated, complex information and concepts to groups and one-to-one meetings.
- In collaboration with executive leadership, lead negotiating and executing international licensing contracts, to enhance market presence.
- Work together with cross-functional teams, including R&D, Clinical, Regulatory Affairs and Commercial, to synchronize business development approaches with product development and commercialization endeavors.
- Observe and evaluate global market trends, competitor activities, and regulatory changes to identify possible risks and opportunities.
- Develop and present compelling presentations, proposals, and business plans to internal and external stakeholders, including executive management and board members.



Qualification Requirements:

Expertise:

- Proven track record in global business development within the pharmaceutical ophthalmology industry.
- Strong knowledge of the global ophthalmology market, including regulatory frameworks, market access, and industry trends.
- Experience in establishing and managing strategic partnerships, distribution networks, and licensing agreements in international markets.
- Excellent negotiation, communication, and interpersonal skills, with the ability to build and maintain strong relationships with diverse stakeholders.
- Solid understanding of market research methodologies, competitive analysis, and financial analysis.
- Willing and able to travel domestic and international (up to 25%).

Education and Experience:

- Bachelor's degree in Pharmacy, Life Sciences, Business Administration, or a related field. Advanced degree (MBA, PharmD, etc.) is a plus.
- Minimum of 5 years of relevant experience in the ophthalmic pharmaceutical industry.

Physical Demands and Work Environment:

Typically works in an office environment. May, on a continuous basis, sit at desk for a long period of time, intermittently answer telephone and write or use a keyboard to communicate through written means. Some walking and lifting up to 20 lbs. may be required. The noise level in the work environment is usually low to moderate. Must be flexible to work varying schedules and hours as needed. Frequent domestic and international travel will be required (up to 25%). The physical demands described above are representative of those that must be met by an employee to successfully perform the essential functions of this job. Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions.

Salary Range: \$250-270k