

Position	Business Development Manager
About us	PEP-Therapy is a biotechnology company developing next-generation therapies using its Intracellular Drug Delivery Technology platform (IDDT). Our platform enables intracellular delivery of multiple therapeutic cargos: peptides, proteins, antibodies and nucleic acids. As a demonstrator, PEP-010, our lead drug candidate, is currently in a Phase Ia/b clinical trial in patients with recurrent and/or metastatic solid tumors. The company is backed by international investors. For further information: www.pep-therapy.com
Mission	You will work closely with the corporate management team, under the supervision of the CEO, to develop and implement the company's business development strategy, with the objective of securing R&D collaborations, licensing agreements and strategic partnerships leveraging the company's IDDT platform. <u>Strategic analysis and market intelligence</u> - Contribute to the business development plan - Be involved in market and competitive intelligence activities to support strategic decision-making and define priorities. <u>Business development and negotiation</u> - Participate in the preparation of business development materials - Analyze market needs and trends and identify emerging market opportunities - Contribute to the evolution of the business model - Implement the business development plan - Identify, engage and develop a strong network of strategic partners Represent the company and promote the IDDT platform at conferences, scientific events and business meetings, and ensure proper follow-up. <u>Deal structuring and negotiation</u> - Prepare commercial and technical business proposals, including budgeting Negotiate and conclude R&D collaborations, technology licensing agreements and strategic partnerships related to IDDT platform.
Experience	- At least 5 years of experience as a Business Developer in a biotech or pharmaceutical company, or in a life science consulting firm. - Proven track record of leading strategic partnerships from prospecting to deal negotiation and signing, ideally involving research collaborations and licensing agreements.
Education	- Master's degree (or equivalent) or PhD in biology, or PharmD. - A master's degree in health industries management, business or marketing is a plus.
Skills	- Good understanding of innovation in biotech, intellectual property and technology commercialization, as well as legal and contractual issues related to partnerships and licensing - Strong understanding of business development processes and deal-making - Analytical, organizational and strategic thinking abilities - Excellent communication and negotiation skills - Results-oriented with a proactive, flexible and entrepreneurial mindset - Ability to work independently while fostering teamwork - High level of integrity and professional ethics - Proficient MS Word, Excel and PowerPoint user Fluent French and English, both written and spoken.

Duration	Permanent contract, starting September 2026
Salary and benefits	Fixed salary commensurate with experience + performance bonus based on achievements of objectives + luncheon vouchers + sustainable mobility package.
Location	Paris, France and home office
Application	Send your CV and cover letter to application@pep-therapy.com . Please clearly indicate in the subject line of the email the name of the offer you are applying for ("BD Manager").