



**Senior Director, Business Development**  
**Job Code 21SW**

**Company Overview**

**Fate Therapeutics, Inc.**, a biotechnology company located in San Diego, California, is interrogating adult stem cell biology and applying induced pluripotent stem cell (iPSC) technology to discover and develop Stem Cell Modulators (SCMs), small molecule or biologic compounds that guide cell fate for therapeutic purposes. The company's approach has broad therapeutic potential in areas such as regenerative medicine, hematological diseases, metastatic cancer, traumatic injury and degenerative diseases. Fate Therapeutics is currently conducting a Phase 1b clinical trial of FT1050, a small molecule SCM designed to increase hematopoietic stem cell number and function in dual umbilical cord blood transplant recipients with hematologic malignancies. Founded in 2007, the Company has brought together the foremost scientists from the nation's research hotbeds (Boston, San Francisco, San Diego and Seattle) who have demonstrated the potential to create and modulate stem cells to restore health. Since its inception, Fate Therapeutics has raised approximately \$50 million from top-tier venture capital and corporate investors.

**Job Description & Responsibilities**

Fate Therapeutics is currently seeking an experienced Senior Director, Business Development. Reporting to the company's Chief Financial Officer, this leadership position is responsible for identifying, evaluating and sponsoring strategic transactions, including collaborative R&D partnerships and transformative M&A opportunities. The role will have a direct impact on the strategic evolution of the company. Responsibilities include:

- Evaluate and prosecute licensing and alliance opportunities, including nurturing external relationships, structuring partnerships and developing collaborative business plans
- Create compelling strategic and commercial justifications of recommended opportunities including detailed financial, competitive and commercial analyses for presentation to executive management team
- Support and/or lead term sheet negotiations, due diligence and deal execution to successfully complete strategic transactions
- Attend key industry conferences and develop external relationships with scientific and clinical researchers, industry consultants and potential partners to source new collaborative opportunities
- Support other corporate finance functions including fund-raising and M&A



### **Requirements**

- Advanced degree in life sciences + MBA or JD.
- Minimum 8-10 years working in bio-pharmaceutical industry in business development, investment banking and/or strategic consulting.
- Excellent track record of successfully negotiating business deals and implementing strategies to enhance company value.
- Excellent critical thinking and analytical skills.
- Superior presentation skills, both oral and written.
- Strong knowledge of stem cell biology preferred.
- Significant travel required.

For consideration send cover letter and resume to: [careers@fatetherapeutics.com](mailto:careers@fatetherapeutics.com) and reference job 21SW.