

JOB DESCRIPTION

Job Title: Senior Business Development Director (Agriculture)

Reporting to: CSO, Head of Corporate and Business Development

Salary range: Commensurate with experience and skills

Location: Milton Park, Oxfordshire, UK or other

Purpose of the job

Oxitec is a pioneer in controlling insects that spread disease and damage crops. Through its world-class biological engineering platform, Oxitec is developing solutions to the major global challenges of keeping people healthy and protecting feed and food production and it is doing so in a way that is sustainable, environmentally friendly and cost-effective.

The Business Development Director position is an important part of Oxitec's leadership team and will serve as our primary business development lead for Oxitec's agricultural technology platform. The successful candidate will identify, plan, develop, and secure new commercial deals, strategic partnerships, and collaborations that will help expand and solidify Oxitec's access to global agricultural pest markets for its current and future technology pipeline. This will be achieved by selling technologies within Oxitec's R&D pipeline to prospective agriculture industry leaders, growers, governments and non-profit partners looking to deploy novel solutions to combat agricultural pests globally. This position will require previous experience in the agriculture sector and successful commercial strategy, planning, negotiation and deal closure experience. The candidate will have excellent communications skills, strong analytical and business case development skills, be a self-starter, and work well within cross-functional teams to ensure sound business cases and agreements are formed for the long-term benefit of Oxitec and its customers.

Responsibilities

- Develop and manage Oxitec's agriculture-focused business strategy
- Secure revenues with Oxitec's current and future technology pipeline
- Pursue and secure new strategic market partners for go-to-market efforts in priority countries
- Develop sound commercial business cases for Oxitec's new candidate products and R&D pipeline
- Identify key market segments and customers and develop partnering strategies to pursue them
- Understand and guide the company's agriculture-related activities through the competitive landscape to ensure that Oxitec's solutions will offer significant value, be unique and long-lasting
- Represent the company with key stakeholders and act as an expert and ambassador while promoting Oxitec
- Help inform or support efforts in regulatory affairs, communications, government affairs, and other functions as necessary to advance Oxitec's agriculture-related commercialization and sales efforts
- Help develop regional or country-specific BD teams as necessary
- Provide support within the Oxitec leadership team as needed

Key Qualifications and Skills

- Highly self-motivated and goal oriented;
- Proven track record of leading successful business development efforts globally in the agricultural sector
- Successful track record for securing significant revenues for innovative technologies, preferably relating to early-stage innovations
- Success at identifying and developing strategic collaborations for commercialization or market partnerships
- Strong network of contacts in the agriculture sector at a senior level in business and/or research collaboration
- Well-respected across the industry and seen as a leader by others in the agricultural industry
- Excellent verbal and written communicator
- Capable of developing commercial proposals, including commercial and financial models to articulate the benefit of Oxitec solutions to potential partners
- Ability to travel and spend time in the Americas and other relevant regions outside the UK
- Ability to understand technical/scientific concepts, and communicate these appropriately to diverse technical and non-technical audiences
- University degree; advanced degree preferred

Key Experience

- 10+ years' experience in agriculture-based business development, commercialization, or technology transfer
- 5+ years of experience leading BD efforts
- Experience working with or helping to advance novel technologies or innovation pipelines
- Experience working effectively and successfully in different countries and cultures
- Experience working in a diverse, cross-functional and international management team
- Demonstrated success in developing business proposals and/or commercial models to demonstrate the value of products or offerings