

Director of BioPharma Business Development

Description

Location: Remote based

Reports to: VP of Biopharma Partnerships

Salary Range: 160-210K

Position Overview

This is a company sitting at the intersection of precision medicine, diagnostics, data, and drug development, not just another diagnostics company. They are helping advance precision oncology and personalized treatment decisions through comprehensive genomic profiling, directly influencing how cancer therapies are developed, selected, and brought to patients.

The Associate Director of Business Development is responsible for leading the strategic growth, management, and expansion of key biopharma partnerships while supporting the continued advancement of precision medicine initiatives across the Oncology landscape. This individual serves as a strategic partner to pharmaceutical and biotechnology customers by developing long-term collaborative relationships, identifying opportunities for partnership expansion, and ensuring successful execution of shared business objectives that deliver value for both organizations and improve patient outcomes.

The role requires a strong combination of commercial leadership, scientific acumen, and relationship management expertise, with a focus on aligning oncology solutions, diagnostic capabilities, and precision medicine offerings with the evolving needs of biopharma partners across the therapeutic development lifecycle.

The Associate Director will work closely with internal stakeholders across Business Development, Alliance Management, Diagnostic Development, Regulatory, Commercial, and Executive Leadership teams to support account growth, drive revenue objectives, and strengthen strategic partnerships globally.

The ideal candidate brings deep expertise in Oncology, strong business development experience within diagnostics or biopharma, and the ability to operate effectively within a fast-paced, matrixed environment.

Responsibilities

- Lead the development and execution of strategic partnership plans designed to drive revenue growth, increase bookings, expand collaboration opportunities, and strengthen long-term relationships with assigned biopharma partners across the Oncology and precision medicine landscape.
- Identify, develop, and expand business opportunities by aligning portfolio of diagnostic, genomic, and precision medicine solutions with customer needs throughout all stages of drug and diagnostic development.
- Support and participate in complex partnership negotiations, contract discussions, and deal structuring activities while collaborating with internal stakeholders to ensure alignment on strategic, operational, and financial objectives.
- Build and maintain relationships with key decision-makers, influencers, and executive stakeholders involved in precision medicine, Oncology therapeutics, and diagnostic development across pharmaceutical and biotechnology organizations.
- Represent company during customer meetings, strategic business reviews,

Hiring organization

BioLink 360

Employment Type

Full-time

Industry

BioPharm

Job Location

Boston, MA, United States

Remote work possible

Base Salary

\$ 160,000 - \$ 210,000

Date posted

May 13, 2026

scientific conferences, and industry events, while strengthening customer engagement and identifying opportunities for continued partnership growth.

- Maintain responsibility and accountability for the overall health, performance, and growth of key BioPharma partnerships, ensuring achievement of established business objectives, customer experience goals, timelines, and partnership milestones.
- Monitor partnership performance through regular engagement, feedback discussions, governance meetings, and customer satisfaction initiatives to ensure strong relationship management and long-term strategic alignment.
- Serve as a key escalation point for partnership-related challenges while proactively identifying opportunities to improve collaboration, operational efficiency, and overall account performance.

Qualifications

- Advanced degree in business, life sciences, molecular biology, genetics, or another scientific discipline.
- 8+ years of experience in business development, alliance management, or strategic partnerships within a diagnostic, healthcare data, or biopharmaceutical company focused on Oncology-related products and services.
- Deep knowledge of human genetics, Oncology therapeutics, companion diagnostics, and precision medicine approaches across the full drug and diagnostic development lifecycle.
- Strong understanding of biopharma pipelines, translational medicine strategies, and the integration of genomic and molecular insights into clinical and commercial development programs.
- Established industry credibility and strong market knowledge across both U.S. and international Oncology landscapes, including emerging trends, competitive dynamics, and customer priorities.