



BioInnovation Labs (BioLabs), established in 2009 and headquartered in Cambridge, MA, is the premier network of co-working spaces for life science startups. We are enabling innovation to make the world a better place through interaction with the smartest and most motivated people in the world and we are seeking a **Chief Business Officer (CBO)** to contribute to the development and execution of our business plan and long-term growth strategy. Through a rapidly growing network of US locations (currently 9), our collaborative lab space model is uniquely designed for scientific entrepreneurs to test, develop, grow, and commercialize their game-changing ideas by being paired with premium, fully equipped, and supported laboratory and office spaces alongside unparalleled access to capital and industry partners.

As a key member of the executive team, the CBO will be a person who brings credibility and viewpoints informed by their own entrepreneurial experience in key areas of growing a revenue-driven business, maintenance and cultivation of relationships with the world's largest pharmaceutical companies, stakeholder management, organizational development and business transformation, international growth, and knowledge of the innovation industry. The CBO will be a champion of our culture as we continue to scale our platform, products, and adjacencies.

The CBO will develop and execute a forward-thinking strategy, build connections with global industry and academic partners, and both drive and accelerate our current process of expansion. As a visionary business leader, this person will lead a high-performing team that includes business development, solutions and partnerships, and partner alliance management functions that will lead our next phase of growth.

Responsibilities:

- Work with senior management and internal stakeholders to establish and refine worldwide growth and business development strategy.
- Oversee and develop the BD function with multiple verticals and oversee the creation of several new adjacent functions including: Network Expansion, industry relationships with big pharma & equipment manufacturers, responsibility for Client Success, BioLabs Invest and BioLabs Services.
- Oversee the entire process of business development, coordinate due diligence, facilitate internal and external communication, lead the negotiations, and - at a high level - manage existing alliances.
- Shape our position in the industry in a way that clearly communicates our value and differentiators against the existing and new entrants to the space. Build collateral and proof points of our value as seen by existing and prospective partnerships and alumni companies.
- Search and identify potential partners, establish and maintain strong business development relationships with biopharmaceutical companies, academia, and industry opinion leaders.
- Set targets for potential deals, initialize analysis and evaluation of business opportunities, including key deal drivers, risks, and opportunities.
- Set up and/or champion systems and processes that enable sales operations excellence
- Deliver on revenue targets and manage within budget.
- Serve as a key point of escalation by problem solving senior and executive-level customer interactions across the BioLabs partnership portfolio.
- Structure, negotiate and finalize transactions, including real estate transactions, strategic partnerships and investments, and hands-on alliance management throughout the duration of the collaboration on a needed basis.
- Explore inbound investment opportunities and model large strategic partnerships/ alignments with exclusive capital and strategic partners.
- Manage and continue to build a diverse team of functional experts, managers and individual contributors.



- Act as a champion of our culture, employee motivation, growth, ambition, coherence, and messaging.

Qualifications:

- 10+ years of working experience, preferably in biotechnology, pharmaceuticals, innovation or real estate fields.
- Advanced professional degree in life sciences or adjacent fields MS, MD, PhD or JD; MBA is preferred.
- Demonstrated history of positive, collaborative leadership on an organization's executive management team.
- Experience in consultative selling and managing complex solutions that are tailored to the business needs of the partner while staying true to the mission of BioLabs.
- Thought leader at the intersection of innovation and entrepreneurship on a global scale.
- Experience setting and executing strategy for an organization with multiple locations that each have their own culture and unique value, while advancing the sum of the parts in a coordinated way.
- Proficient in at least one of these areas: competitive intelligence, financial evaluation, and corporate/business/transactional law.
- Experience managing business development, corporate strategy, commercial planning, and/or capital investment with experience of closing complex, high-quality transactions, especially successful deal experience.
- Proven track record of developing and executing on new and value-creating deals in an innovation sector across a range of product development and commercialization stages.
- Expert in leading, mentoring, and motivating a diverse, high-performing team as well as individuals.
- Resilient personality with a high level of social skills to deal effectively and persuasively with all levels of an organization.

Please note: BioLabs provides equal employment opportunities to all employees and applicants for employment and prohibits discrimination and harassment of any type without regard to race, color, religion, age, sex, national origin, disability status, genetics, protected veteran status, sexual orientation, gender identity or expression, or any other characteristic protected by federal, state or local laws.

To apply for this position please email cover letter and resume to:

Careers@biolabs.io with Subject Line: "CBO, BioLabs HQ"