At Astellas, we believe that nurturing exceptional relationships with our employees delivers exceptional business results.

Everyone at Astellas has a responsibility for creating a brighter future for patients around the world. From the first moment, Astellas will inspire you to put this ethos into practice – with a positive, agile company culture and with well-defined ethical principles, values, and systems.

Everything we do is led by our company values of integrity, being patient centric, taking ownership, delivering results, and communicating openly. These values are essential to Astellas' relationship with its employees and now is an exciting time to join us as we continue to evolve as a cutting-edge, value driven life sciences innovator.

Position: China External Innovation Lead
Department: Innovation Lab
Line Manager: Head of Astellas Innovation Lab
Location: Beijing/ Shanghai

Purpose and Scope

- The incumbent in this role will have overall responsibility for Search & Evaluation for Innovation Lab assets, technologies and academic partners in China. The incumbent will coordinate asset identification with peer in Business Development who will have the overall responsibility for asset identification in China. Moreover, the incumbent will oversee Search and Evaluation for platform technologies and academic partners for all research functions including Oncology Research and Cell and Gene Therapy Units. This is a critical strategic and science leadership role where a strong and experienced leader with strong science background, business acumen, and experience will be important. Specifically, this colleague will:
- Identify novel assets (primarily pre-clinical) in the areas of interest of Astellas I-Lab (Cardio-renal, Dermatology and Ophthalmology) working closely with Business Development, I-Lab and China R&D colleagues.
- Identify and evaluate small molecule, biologics, AI and automation platforms in areas of I-Lab interest As well as Oncology and Cell & Gene Therapy Research.

- Build strong network with academic leaders in areas of I-Lab focus.
- Strong partner in internal discussions on I-Lab and R&D portfolio strategy, and alignment with relevant leaders from the following functions I-Lab , Oncology & Cell and Gene Therapy Research, China R&D, BD and others.
- Development of Search & Evaluation strategy based on the above.
- Overall management for due diligence and partner with BD for negotiation of BD deals
- Partner with BD in management of venture investment activities in areas of interest to I-Lab.
- Enhancement of Astellas presence in the Chinese biopharmaceutical and academic ecosystem

Responsibilities and Accountabilities

- Reports to: Head of Innovation Lab and Member of I-Lab LT.
- Supervisory Responsibility: initially a single contributor, but position may eventually expand to team of ~ 5
- Overall responsibility for Search & Evaluation for Innovation Lab assets, technologies and academic partners in China. This is a critical strategic and science leadership role where a strong and experienced leader with strong business acumen, and experience will be important. These will include:
- Identifying novel assets (primarily pre-clinical) in the areas of interest of Astellas I-Lab (coordinating closely with BD)
- Identify and evaluate small molecules, biologics, AI and automation platforms in areas of I-Lab, Oncology & Cell & Gene Therapy interest.
- Build strong network with academic leaders in areas of I-Lab focus as well as oncology & Cell & Gene Therapy Research.
- Build strong relationships and partnerships with potential target companies and academic partners to better understand the evolution of their assets and/or technology, and make Astellas ready for strategic steps
- Search and monitor emerging programs and/or data readouts in seeking potential BD targets and propose to the cross functional team to take any action.
- Conduct initial screening of identified potential opportunities, make contact with target companies, and obtain non-confidential information for initial review
- Manage deeper evaluation (incl. scientific and technical due diligence), work with BD for development of term sheets and contracts, and present appropriate information for management approvals including EC/SWIFT processes

Required Qualifications

- Advanced Science degree preferably Ph.D. or MD
- 10+ years experience in biopharma industry, academia and/or venture capital with at least 5 years of experience in Search & Evaluation. A strong science background is required.
- Deep understanding and experience of the innovation ecosystem for emerging science / technologies in areas of interest for Astellas Innovation Lab (small molecule and biologics platforms, AI, Lab Automation)
- High quality external network in major biopharma companies, biotech companies, CROs, consultants and investment banks in China.
- Robust skill in presentation, written communication and negotiation in English and Chinese
- Ability to network and accomplish tasks within a multi-cultural environment
- Observed strength and expertise in working within matrix teams, including cross-cultural teams and of influencing without authority. Should have an understanding or experience of working with a broad range of functions including commercial, R&D, finance and legal.

Preferred Qualifications

- Past experience in the US science ecosystem is highly preferable.
- Business-related qualifications would be an added bonus eg MBA
- Knowledge and/or ability to comprehend specific business matters relating to BD projects, e.g. financial model, financial/accounting/tax matters, IP matters, legal/contract matters etc.
- Experience or knowledge in Venture Capital firms engaged in healthcare sector.