

Director, New Business Developm

SAN CARLOS, CA /
MARKETING & BUSINESS DEVELOPMENT – COMMERCIAL MARKETING /
FULL-TIME (SALARY)

The Company

Noah Medical is building the future of medical robotics. Our next generation robotic platform targets early diagnosis and treatment of patients across multiple disease states. Based in Silicon Valley and backed by well-known institutional investors, our incredibly talented team of 100+ engineers, innovators and industry leaders brings years of experience from the top healthcare companies in the world, including: Intuitive, Auris, Stryker, Johnson & Johnson, Boston Scientific, Verb Surgical, Mako, Think Surgical, Medrobotics & Hansen.

Noah Medical, Inc. is looking for a highly motivated Director to lead our Business Development initiatives. In this role, you will support our executive leadership team in defining, assessing, and implementing strategic initiatives that are critical to Noah Medical's growth and commercial success. These initiatives will include licensing agreements, acquisitions, development partnerships, strategic supply agreements and minority equity investments.

Significant to your success in this role is the ability to build successful partnerships across the organization. We are looking for creative, entrepreneurial individuals, who can think strategically and critically and are excited about tackling a wide range of business challenges using a data-driven approach. These candidates are also high-integrity individuals, who are passionate about improving the patient experience through Noah Medical's innovative products and solutions – about making healthcare better for those impacted. This role will report to the VP of Marketing and Business Development, with significant interactions with the CEO and executive team.

Responsibilities:

- Develop and evaluate commercial strategies to maximize growth
- Work closely with product owners, engineering and R&D to understand and identify new technologies adjacent to Noah Medical's development efforts
- Drive the identification, evaluation, and launch of new business opportunities
- Perform market research and competitor analysis to identify business opportunities and risks

- Provide leadership and insight to the creation of a Noah Medical ecosystem, based on external partnerships and technologies
- Build consensus, obtain buy-in and engage senior-level stakeholders in strategies to grow our opportunities
- Develop thoughtful, rigorous, and compelling analyses and presentations for senior stakeholders
- Develop a comprehensive understanding of Noah Medical's business model, key products, and stakeholders to propose and analyze relevant strategic decisions

Requirements:

- Bachelor's Degree in finance, economics, biological/ clinical sciences, engineering or related fields; MBA preferred
- 10+ years of experience in the medical device industry, with an emphasis in medical robotics, surgical or diagnostic procedures in both large and small medical device industry players, with at least one experience in a start-up.
- Direct experience in owning and driving transactions from start to finish, including licensing, development, distribution and strategic sourcing agreements. Also, stock purchase agreements for minority equity investments.
- Exceptional analytical, research, and quantitative skills
- Entrepreneurial mindset, with the ability to balance multiple projects at one time
- Intellectual curiosity, with an eagerness to understand the various strategic, financial, and operational driver
- Ability to own a transaction from start to finish, including post-transaction project and relationship ownership
- Excellent verbal, written, and presentation skills
- Direct experience in working with and across multiple functions within a medical device company, such as R&D, clinical affairs, product management and clinical affairs. Credibility with senior management a must
- Ability to thrive in a fast-paced environment
- Comfort and experience in reviewing contracts and complex legal documents and structures
- Experience analyzing financial statements, including those of early and late stage companies

- Must be fiscally responsible, able to make own travel arrangements, and turn in expense reports on a timely basis.
- Excellent computer and technology skills with regards to software applications, (Excel, Word, Outlook, Power Point, Google Drive)
- Strong writing skills
- Must have valid driver's license and good driving record.
- Requires up to 25-50% travel, including occasional international travel

We may also offer hybrid remote/ onsite work arrangements within the state of California where applicable. Please visit our Careers page (noahmed.com/careers) to view our latest openings.

Noah Medical is proud to be an Equal Opportunity Employer. We celebrate diversity and are committed to ensuring an inclusive environment for our employees. Applicants are considered for all positions without regard to race, color, religion, sex or gender, gender identity or expression, sexual orientation, national origin, ancestry, age, genetic information, physical or mental disability, marital or protected military or veteran status, or any other consideration made unlawful by federal, state or local laws.