



Job Posting: Director, Platform and Data Partnerships

Employment: Fulltime, Remote or In Person

Location: Madison, WI and Cambridge, MA

Compensation: competitive salary and benefits package, including stock options

Additional compensation: uncapped commission

To apply or learn more about the position, please contact

Hetal Marble, Ph.D.

Chief Business Officer

Immuto Scientific, Inc.

Email: hetal@immutoscientific.com

Phone: (617) 918-7183

No recruiters, please – applicants only

About Immuto Scientific

Immuto Scientific is redefining the frontier of drug discovery. Our proprietary high-throughput structural proteomics platform maps the conformational landscape of proteins in live cells and patient samples—unlocking a new generation of disease-specific targets and enabling structure-driven antibody discovery and design. We empower biopharma partners and AI companies with high-resolution structural and interaction data at an unprecedented scale to accelerate discovery, engineering, and predictive modeling.

Job Description

Immuto is seeking a dynamic, energetic, and growth-minded evangelist to envision an exciting future for our platform and data partnership models. The role will support Immuto's explosive growth in the early drug discovery space and has room to expand as our growth continues.

This is an exciting opportunity to join a fully funded, venture-backed startup developing a pioneering approach to pharmaceutical target identification and rational design and engineering of biotherapeutics powered by next-gen AI and high-throughput structural proteomics data. Our platform allows for analysis of molecular structure at the omic scale, opening up novel possibilities for revolutionizing drug discovery.



Reporting directly to our CBO, we are seeking a Director, Platform and Data Partnerships to drive company growth by developing positioning and messaging and implementing those strategically to drive thought leadership for Immuto. The ideal candidate is a seasoned strategic marketer/storyteller in the Pharma/Life Sciences space with strong interest to help grow an early-stage startup and drive the future direction of the company to advance drug discovery. Our partners include pharmaceutical and biotech companies as well as research institutions. Our mission is to transform biotherapeutics discovery and enable the development of better therapeutics.

JOB OBJECTIVE: Drive thought leadership, advanced messaging, and partnership growth by leveraging Immuto Scientific's proprietary platform and technology to generate demand. Achieve excellence in market engagement to create awareness, build relationships, and establish Immuto as a trusted partner of choice for structure-driven drug discovery.

Deliver accelerated revenue growth by targeting senior level executives and developing drug discovery collaborations. Coordinate the process of targeting key opinion leaders, mapping strategic needs/technology opportunities, developing business models and proposal frameworks, negotiating deal frameworks and contracts, and leading the resolution of problems encountered in doing so. Report critical market intelligence back to the business team, including changes in market dynamics, partner organization and behavior, partnership deal dynamics and biology/technology trends.

CORE DUTIES:

1. Drive adoption of Immuto's platform into the Drug Discovery market to establish Immuto as the leading partner for structure-based drug discovery enablement, especially for AI-forward companies and companies with large discovery programs and campaigns.
2. Develop positioning and messaging to tell the story of Immuto's platform to potential partners – which include mid-to-large sized biotech and pharma companies; drive understanding of the new frontier of drug discovery represented by Immuto's transformative technology and position Immuto as a thought leader in the rational drug discovery space.
3. Identify potential partners and generate demand for platform and data partnerships in early discovery via strategic positioning, thought leadership, evangelism in the form of presentations and talks at key meetings, engaging with key opinion leaders and stakeholders in the drug discovery space.



4. Develop and implement partnership agreements for co-development – familiarity with and ability to construct and vet, in collaboration with the CBO and Legal, CDAs, MTAs, Term Sheets, Collaboration Agreements, Sponsored Research Agreements, etc.
5. Develop and implement plans for penetration into multiple new markets and/or geographies.
6. Gather and synthesize competitive intelligence, customer insights, and technology trends to inform strategic decisions and guide platform evolution.
7. Effectively interface with C-Suite Leadership (CEO, CTO, CBO) and R&D team members and be part of the core leadership team to bolster Immuto's explosive growth

KEY QUALIFICATIONS:

1. Ph.D. or Master's degree in Biology, Chemistry, Biochemistry or related discipline, or equivalent education and experience.
2. Minimum 5 years' experience in one or more areas: executive selling, business development (transactions or S&E), market development, product management or consulting, with 3 years in a leadership position preferred.
3. Strong scientific and technical knowledge of drug discovery workflows and relevant technologies and platforms. Knowledge of target class biology (Kinases, Bioassays, GPCR's, Nuclear Receptors, Ion Channels etc.) preferred.
4. Strong scientific and technical knowledge of the Biologics discovery workflow including antibody screening, lead optimization, biologics characterization, bioassays, bioanalysis, protein expression and purification.
5. Demonstrated success in driving enterprise partnerships or strategic collaborations involving data, platforms, or research capabilities.
6. Exceptional ability to craft narratives and position complex scientific technologies for executive-level audiences. Proven record of influencing and closing partnerships through strategic storytelling and technical credibility.
7. Familiarity with AI-enabled drug discovery and the data needs for those platforms – ability to relate scientific data and Immuto's technology to AI/ML stakeholders such as data scientists, chemi- and bioinformaticians, computational chemists/biologists, computer scientists.



8. Advanced in-depth knowledge of Pharma/Biotech/Biopharmaceutical businesses, Academic Discovery Centers, Incubators, industry practices and functional knowledge of strategic business planning.
9. Proven ability to respond to new business opportunities, often lacking shape, respond with systematic, analytically derived solutions, and effectively lead teams in the setting and achieving of mutually-agreeable terms for long-term partnership engagement across diverse organizations.
10. Solid relationships with decision makers in senior positions across the Pharma and Biotech market segment, especially in Business Development, Search and Evaluation, Transactions.
11. Solid relationships with decision makers in senior positions in US, EU, and APAC academic medical and Tier I research centers.
12. Excellent communication and cross-cultural skills. Strong analytical, problem solving and planning skills. Relentless prioritization and 'can do' attitude. Entrepreneurial mindset with the ability to thrive in a fast-growing, high-impact startup environment.
13. Experience and engagement working with Life Science clients throughout North America, Europe, and Asia is a plus.