

SENIOR VICE PRESIDENT & GENERAL MANAGER
ONCOLOGY

THE COMPANY

Our client is a recently established development stage company that has developed a pulmonary drug delivery device which utilizes our client's proprietary electrohydrodynamic (EHD) technology, an aerosol generation technology which delivers multiple pharmaceuticals to the lungs in a soft cloud of mono-dispersed particles. This technology will be utilized to deliver pharmaceuticals such as insulin and morphine to treat systemic diseases. The company also has an oncology platform that currently uses a different delivery technology but likely will use EHD as its second generation delivery technology. This business was "incubated" by a long standing, internationally recognized technology and science-based organization with worldwide repute.

LOCATION

This position will be located at our client's headquarters in Columbus, OH.

COMPENSATION

This position will provide a competitive base salary in the \$200K+ range, complemented by Executive Incentive, comprehensive employee benefit coverage and liberal stock option arrangements. Relocation allowances will also be provided predicated on the hired individual's major requirements.

REPORTING RELATIONSHIP

This position will report directly to the President & Chief Executive Officer of the newly established company. At the outset, the individual selected will have 2-3 direct reports but he/she will be supported in a matrix management setting by the President & CEO's multi-function staff..

POSITION & RESPONSIBILITIES

The to-be-appointed Senior Vice President & General Manager will have broad ranging responsibilities for ultimate multi-function operations in the development of multiple chemotherapeutic products that will effectively be utilized by this client's pulmonary drug delivery device. Such activities will include reformulation of generic oncology products through direct product development as well as licensing-in.

In addition, the individual selected for this position will be responsible for all aspects of ensuring that development programs meet all required clinical, regulatory, quality and production requirements. It should be emphasized that this position calls for a broad gauged senior level pharmaceutical executive with wide ranging and proven experience and background in all aspects of pharmaceutical product development through the establishment of effective sales and marketing programs. Importantly, in depth knowledge within the field of oncology is essential.

At the outset, the major objective of this position will be to establish multiple programs for reformulated generic oncology products which will focus on pulmonary therapeutic applications and will utilize varying approaches to completing drug delivery programs to near term commercial stage leading to product introduction. He/she will also be accountable for building a multi-function marketing and sales organization.

The Senior Vice President & General Manager will be a key member of the Executive Committee, have significant interaction with the Board of Directors, Scientific Boards, academic institutions, as well as having the expertise to deal directly with senior executives situated with worldwide pharmaceutical organizations specializing in the development and marketing of oncology products.

CANDIDATE QUALIFICATIONS

Candidates for this position must have comprehensive understanding and proven management experience in the multiple phases of oncology pharmaceutical product development with a minimum of 15 years of graduated and progressive experience preferably business development, marketing, general management and/or product development.

As previously noted, particular knowledge in product application, clinical and regulatory requirements, production, process formulation, toxicology, compounding, dosage preparations, etc. will be considered complementary.

An understanding of integrated processes by which pharmaceutical development and production occurs is essential to this position. Also, current knowledge of FDA requirements for IND's, NDA's, as well as GLP and GMP.

Individuals interested in this position should be self-starters, highly creative, possess high energy level and be willing to participate actively in all aspects of a business enterprise. Flexibility of management style and capacity to build a new business is also essential. Candidates must not be "ivory tower" in their business philosophy, rather, an individual who can actively participate in all aspects of a new business enterprise.

Important to the qualifications of candidates, individuals should have been associated with highly entrepreneurial businesses. Candidates must have a demonstrated track record of having consistently and effectively directed vertically integrated, multi-function business units which have achieved significant market share within their pharmaceutical product areas. Candidates should possess broad, strategically-based experience in effectively managing operations and expanding business objectives. In summary, this unique opportunity requires an individual who is fully capable of establishing a "grass roots" new business which is projected to grow to a \$300MM+ business in 10 years..

EDUCATION

Candidates should have an undergraduate degree in an engineering science, business management or other related academic curricula. Candidates possessing a graduate degree will also be considered highly desirable. Individuals recognized as global executives and familiar with multiple international markets will be considered an added plus.

While our client does not believe it essential that scientific academic credentials be considered vital to this position, in lieu of such background, a thorough understanding of multiple processes in the development of approved oncology pharmaceutical products is vital.