

New Business Development Lead (m/f/d)

ATAI is a Berlin and New York based biotech company builder with the ultimate vision to cure mental health diseases and aging. We focus on developing solutions for people that suffer from a real unmet medical need; starting with the 320mn patients that suffer from depression. In the area of mental health, we are particularly interested to revive and leverage the existing research on formerly “vilified” compounds with prior evidence in humans - like psilocybin and ketamine - to initiate a paradigm shift. We currently have two platform companies that are active in the mental health area: COMPASS Pathways and Perception Neuroscience. In addition, we are passionate to back recent advancement in longevity research and data sciences to significantly increase the healthy lifespan of humans. To deliver on our vision we follow a decentralized platform approach that provides the required technology, human and financial resources to our autonomous teams that develop incubated or acquired compounds. This approach enables us to bring therapeutics to patients in a more innovative, efficient and effective way.

Opportunity:

- Fast-paced environment where you'll work on all aspects of an early-stage venture
- Be a major contributor to the success of a well-positioned, well-financed, early stage biotech company
- Become part of creating a radical new and impactful paradigm shift in drug development and patient care
- Work on improving the life of millions of people suffering from depression and other indications
- An open, results-driven and meritocratic start-up culture

Responsibilities:

- M&A target identification, leveraging various channels
- Work together with the data science team to leverage AI technology for screening for target identification
- Find opportunities for collaborations, acquisitions and licenses with key academic, corporate and other entities involved in therapeutic research programs
- Build relationship with external stakeholders to scout for new high-potential compounds with KOLs
- Keep up to date with scientific advancement (e.g. competitive situation, new technologies)
- Stay well-informed about current regulatory (FDA, EMA, etc.) requirements and trends
- Represent ATAI at medical and scientific meetings and conferences in alignment with our CSO
- End-to-end responsibility for due-diligence process of potential targets (incl. CMC, IP, etc.)
- Present new opportunities to ATAI's investment committee
- Prepare operating subsidiary entities controlled by ATAI (private and public vehicles)

Qualifications:

- 5-10 years of experience in investment banking or private equity ideally with focus on healthcare sector
- Bachelor's degree required; major in biology or chemistry preferred
- Excellent financial modeling and Excel skills
- Strong work ethic and dedication to delivering results
- Highly analytical with strong attention to detail
- Comfortable in fast-paced small company environment with minimal direction and limited structures
- Excellent written communication, presentation and English language skills
- Whenever necessary willing to roll-up-sleeves and multi-task in order to thrive in a growing environment
- Ability and willingness to travel

Join us to improve the life of millions suffering from a real unmet medical need - Apply today via careers@atai.life!

Please note that we can only accept applications from people that have a valid EU or US work permit.

