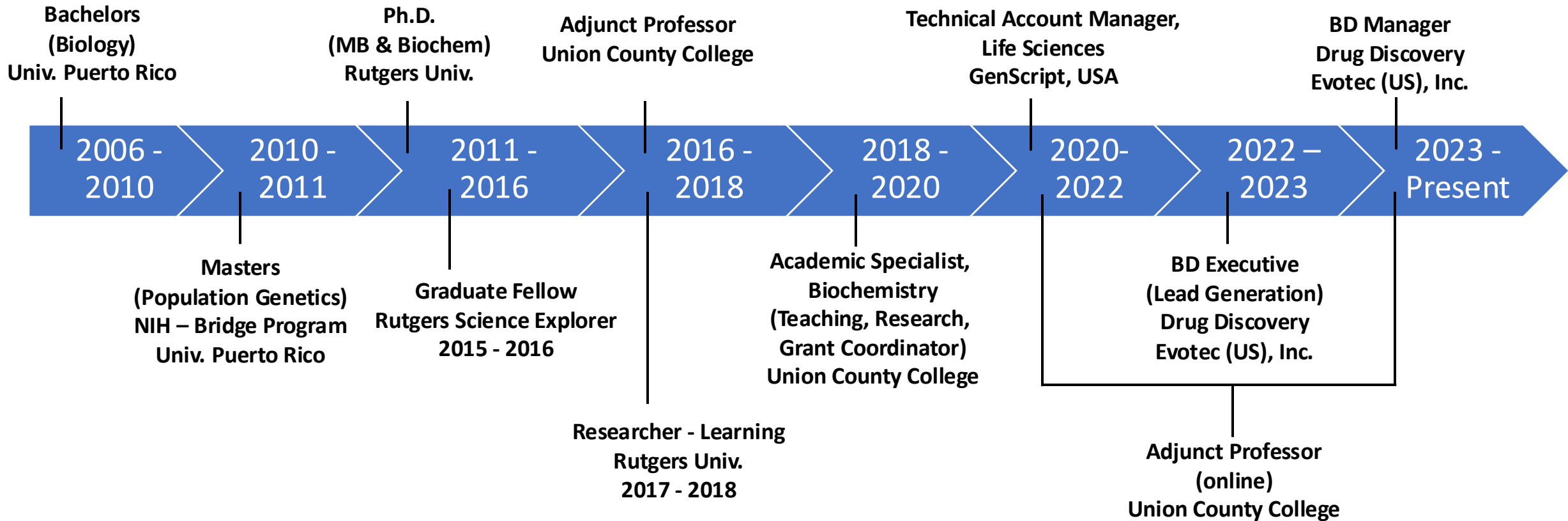
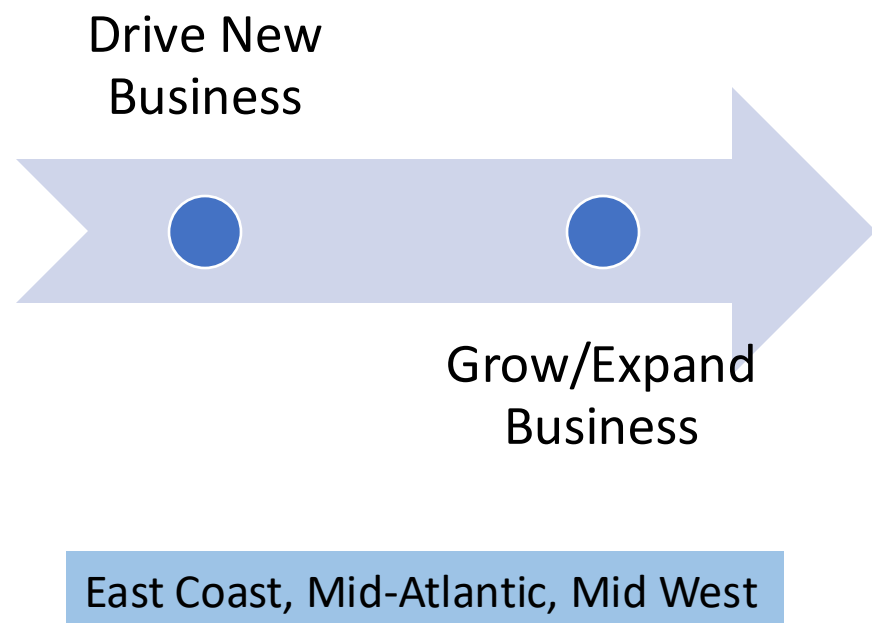


My Career Path



My Work as BD at Evotec



Network

- Regional Events
- National Conferences

Full Sales Cycle

- Agreements (CDA, Proposals, SOWs, MSAs)
- Scientific Discussions
- Negotiations

Host Events

- Scientific Lunch & Learns
- Incubators Office Hours
- Lab Tours

Matrix Collaboration

- Lead Generation, Scientists, Legal, Marketing, PMs, Procurement

Advice for Becoming a BD

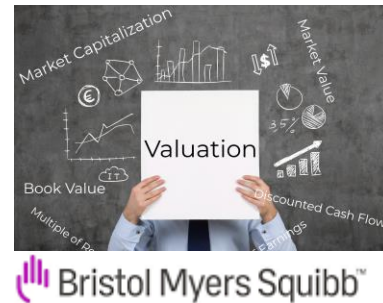
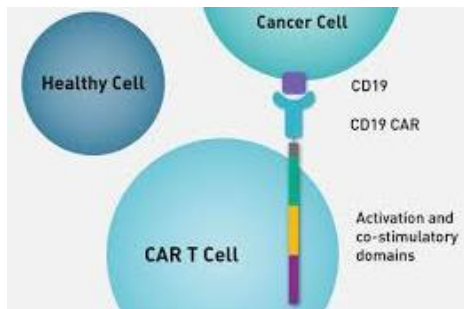
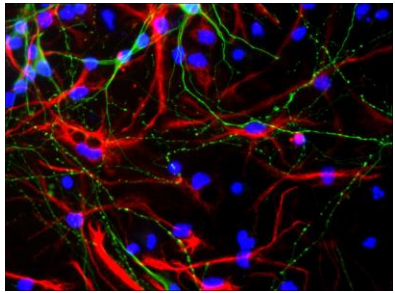
- Build and expand your network.
 - Once you do, don't be afraid to leverage it!
- Be genuine.
 - Truly believe in what you are "selling".
 - Genuinely try to help your client/partner (more than selling, you want to support them).
- Know your market.
 - Clients, competitors, etc.
 - Explore your territory and qualify your leads.
- Be proactive and have an "Out of the Box" thinking.
 - Some contracts can be challenging and require you to think of creative ways to get them signed.
- Be patient and perseverant.
 - Some connections take longer to nurture.
 - Some contracts can take longer to sign due to negotiations or even legal challenges.
- Be prepared to travel.
 - Make sure you have a clear understanding about the required travel %.
 - This will require good time management.
 - Have a back up plan and support system in place.

Getting to know Nihar!

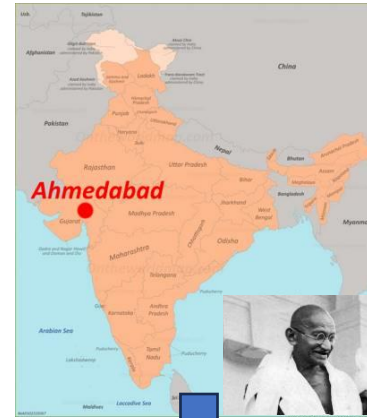
- Name – Nihar Kinarivala
- Title – Associate Director, Business Development Search & Evaluation at BMS
- Contact info – nihar.kinarivala@gmail.com;
<https://www.linkedin.com/in/niharkinarivala/>

Getting to know Nihar!

Professional



Personal



Career Path – Shan Wan

<https://www.linkedin.com/in/shan-wan-a153026/>

- PhD in Molecular Biosciences (2005-2011)
- Tech Transfer Intern at Rutgers (2009-2011)
- Licensing Assistant at Princeton University (2011-2012)
- Licensing Associate → Assistant Director at Rutgers (2012-2019)
- Director of BD → Sr. Director of BD at Century Therapeutics (2019-2024)
- Director of BD at GSK (2024-present)

Role and daily work

- Director of Business Development – Transactions
 - Lead deals: draft term sheet, negotiate, close the deal!
 - Co-lead: due diligence efforts with Search & Evaluation colleagues
- Daily work
 - Collaborate with legal and business as a tight deal team
 - Work with SMEs from many different functions to review and negotiate deal terms
 - Internal negotiation is >50% of all negotiations in a big company
 - Transaction work comes in waves

Advice on prepping for a BD career

- Find internship opportunity to get your feet wet
- There isn't formal training for BD, but business and legal education or working experience help get you there
- Local BD-related networking events
- Many people landed in BD after careers in R&D, consulting, finance, legal, etc.

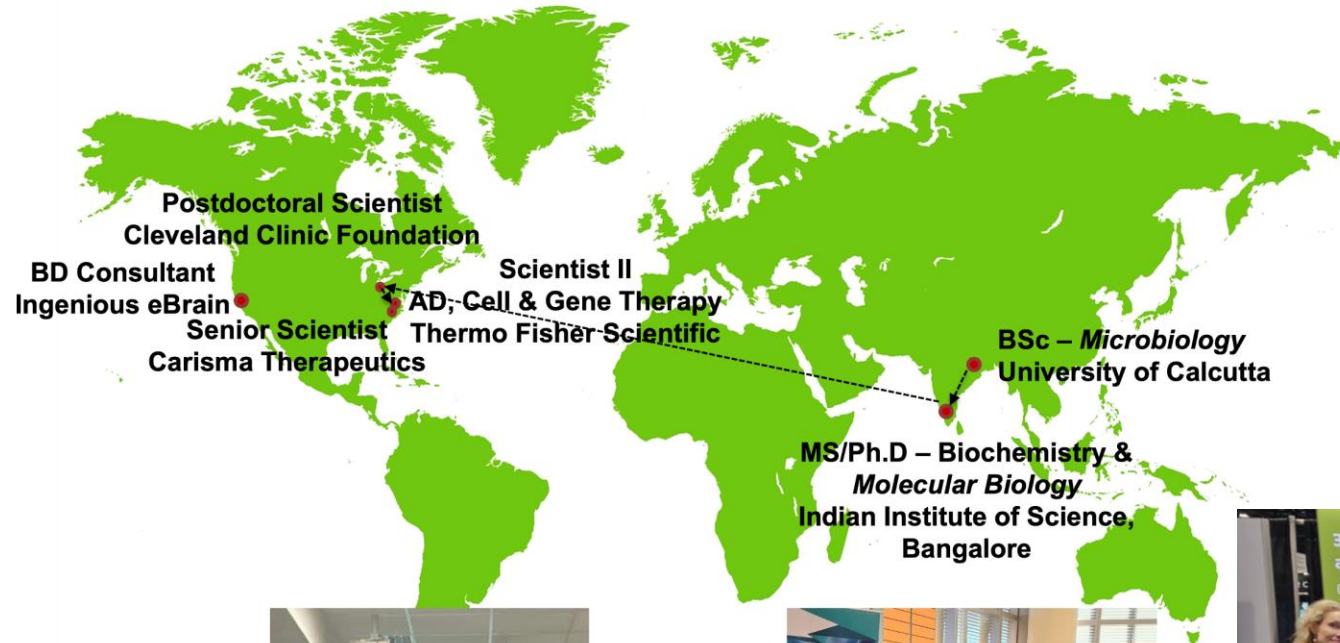
Arnab China, PhD - Business Development Manager at InSphero

<https://www.linkedin.com/in/arnab-china-phd/>

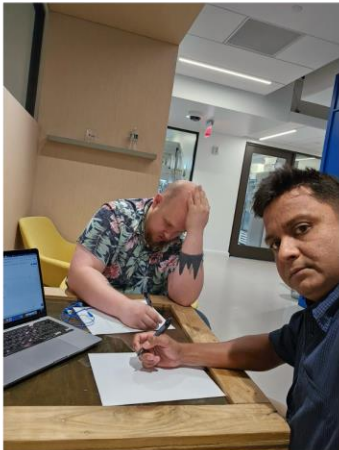
My career journey – from working in the lab to managing a non-profit to start up grind to BD



In the lab with favorite toys



*Almost Famous
@ NYC Times Square*



*Start-up grind with
Carisma Tx@ 3AM*



*Mentoring next-gen science
professionals at STEMPeers*



*Getting sponsorship for
a non-profit is tough !*



*A new journey as a BD/
scientific sales professional*

We love to travel and enjoy diverse food and do crazy adventures as a family



Denali National Park, Alaska



Somewhere in Mexico



We love adventures

I am also a huge foodie and love to explore culinary delicacies from around the world and try to reproduce (unsuccessfully) them in our kitchen. I love gardening and grow most of our summer vegetables in our backyard garden.



*If I am not working or traveling,
I must be grilling*



One of our recent weekend harvest



*Grew up playing cricket but I follow
every sports now including
“football” and baseball*