

## Managing Director, Gold Track program

Tailored strategic consulting for top European life sciences companies  
Cambridge, MA

ACI (Advise Connect Inspire, LLC) – in collaboration with EIT Health – is about to launch the Gold Track program, which provides tailored strategic guidance for the most promising young life sciences companies in Europe. At the core of this program is an expert council comprised of 12 global industry leaders, who will not only select top companies but also leverage their deep life sciences expertise and networks to help these companies succeed.

### About Advise Connect Inspire (ACI)

Our vision is to help build successful companies that bring effective medicines and innovative medical products and technologies to patients worldwide. We support the U.S. market entry of European life science startups and emerging companies in five segments: Diagnostics, Digital Health, Medical Devices, Platform Technologies, and Therapeutics. Through sharing the success stories of program participants, we hope to galvanize others within the European life sciences innovation landscape.

### About EIT Health

The European Institute of Innovation and Technology (EIT) is an independent EU body, with the goal to enhance Europe’s ability to innovate, by nurturing entrepreneurial talent and supporting new ideas. EIT Health focuses on promoting improvements within healthcare supporting the best and brightest health industry entrepreneurs and providing services to get promising business ideas into the market.

### About the Gold Track Program

The Gold Track program is designed to provide excellent individualized and tailored support for promising life sciences companies and to truly accelerate their development and market expansion. The program will be highly competitive, and innovative selection and support processes will ensure its outstanding quality.

The selection process is based on “The Voice”: The member of the expert council who votes for acceptance of a company becomes the strategic leader of the Gold Track program of that company for 4-12 months.

The program itself is structured into three phases: Orientation, Preparation, and Market Access. In each phase, companies work with their strategic leader and additional expert mentors to address the most impactful workstreams. After each 4-month phase, the company presents its accomplishments to the expert council and needs to be ‘championed’ again in order to continue in the program.

In addition to the strategic leader and additional mentors with relevant expertise in the respective industry segments, ACI assigns a project manager to every company. With this support model, we enable companies to achieve ambitious objectives within accelerated timelines.

### Job Description for Managing Director

ACI has an opening for a Managing Director to join the ACI team in Cambridge, MA. The successful candidate manages the Gold Track program, oversees all activities of the ACI project managers, provides support for the strategic leaders and expert mentors, as well as effectively communicates with all stakeholders to align on strategy. The Managing Director will report to the CEO of ACI, Christoph Lengauer.

You will benefit by:

- Working side by side with accomplished entrepreneurs and industry leaders to foster the success of European life sciences companies in the U.S. market.
- Creating impact by coaching leadership teams to help them navigate challenges
- Learning how to build successful life sciences companies on a global level
- Delivering results in a highly energetic, informal environment that thrives on creative chaos
- Contributing to bringing new therapies and devices to market and improving the health of patients

Responsibilities:

- Identify, engage, and recruit promising companies across a wide range of sectors within medical innovation
- Lead the evaluation of companies, support due diligence prior to acceptance of companies into the program, and chair the expert council meetings
- Oversee the work of the project managers and strategic leaders
- Collaborate and coordinate with all stakeholders, especially EIT Health headquarters and members
- Publicly represent EIT Health and the Gold Track program to the European and global life sciences community, governmental and private organizations, and host visitors and delegations
- Ensure that all KPIs are met and that the output of the Gold Track program lives up to EIT Health's expectations

Profile:

- Experience in the life sciences industry; ideally a proven track record in the startup ecosystem
- A solid understanding of the life sciences innovation process and landscape based on hands-on experience
- 5+ years of experience in R&D, strategy, product management, business development, commercialization, or related functions in the life sciences industry
- Substantial track record of conceptualizing business plans, understanding market trends and issues, and integrating them into company strategies to align program development with growth opportunities
- Reliable network based on experience in industry, investor community, or entrepreneurship
- Analytic and decisive decision maker with the ability to prioritize and communicate key objectives and tactics necessary to achieve program goals; excellent project management skills
- PhD or MBA degree required
- A persuasive and passionate communicator with excellent public speaking skills
- Strong written and verbal communication skills in English
- Passion, a positive attitude, humility, and integrity
- Mission-driven, self-directed, and an excellent team player

### EEO Statement

Advise Connect Inspire, LLC is an Equal Opportunity Employer. We choose to lead by embracing diverse skills, perspectives and ideas. All qualified applicants will receive consideration for employment without regard to race, color, religion, national origin, sex, age, gender identity, disability, sexual orientation, military service, genetic information, and/or other status protected under law.

Please submit your application via email to the address below. Preferred start date of April 1<sup>st</sup>, 2019.

### Contact

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