

## Director/ VP Investor Relations

**REPORTS TO:** CEO  
**LOCATION:** West Coast  
**COMPANY INFO:** Public Biopharmaceutical Company

### POSITION SUMMARY

An opportunity to work at the center of power at this Biopharma company. Reporting directly to the CEO with dotted line responsibility to the CFO, you will be responsible for leading the investor relations program with the investment and media community.

The company successfully launched one FDA-approved drug in 2015, and has five other drugs in Clinical Trials

### Essential Duties and Responsibilities

- Develop new and maintain established relationships with investors, sell-side and buy-side analysts, potential investors (collectively Wall Street), employee equity holders, and financial media contacts.
- Lead the corporation's development of its communication strategy with investors. Executes the global investor relations program, including strategy, operating plan, budget, and the detailed execution of the IR operating plan.
- Collaborate with the Communication staff in creating the company's external and internal messages and in ensuring that all company external and internal communications are integrated and consistent (with the CEO's overall plan)
- Develop and maintain the annual investor relations calendar, including the agenda for participation in investor conferences, non-deal roadshows and other events.
- Respond to shareholder/analyst and financial media correspondences, questions, and concerns in a timely manner, to provide appropriate information regarding the Company's operating results, business strategies, and other publicly communicated corporate news releases.
- Proactively cultivate and maintain productive relationships, dialogue, and rapport with the investment community by planning and coordinating visits by sell-side and buy-side analysts, portfolio managers and others

- Communicate company progress through
  - Writing and distributing quarterly press releases and other financial announcements
  - Produce the quarterly earnings conference calls and others, as necessary
  - Telephone contact
  - One-on-one meetings with Wall Street in conjunction with the CEO, CFO and other members of Senior Management, as necessary
  - Investor conferences (presentations and follow-on meetings)
  - In-house meetings as necessary
- Provide senior management with timely and accurate feedback related to discussions with the investment community and its reaction to Company business strategies, operating results, and other corporate developments. Also, provide advice to senior management regarding current events within the market that may affect the Company stock.
- Review external research reports issued by organizations regarding their perception of the Company, the industry and competitors and provide a summary analysis to senior management.
- Contribute to the company's periodic filings with the SEC, as requested

## Kim Finch Cook & Company

### **Education, Experience, & Personal Profile Requirements:**

- Significant investor relations experience within a Biotech or pharmaceutical company
- Strong ability to work with and communicate financial concepts and performance, and ability to interact with the company's financial staff.
- Outgoing "Type A" personality with a great sense of humor
- BA or Graduate (preferred) degree in the sciences (Biology preferred)
- Ability to assist and work directly with the CEO to assist current investors
- Ability to gracefully accept transfer and maintain investor/street relationships the CEO has cultivated over many years.
- Ability to work independently and a quick study investment possibilities
- Experience working with the scientific research market
- Strong writing and oral communications skills; work with MS suite

**Compensation: Commensurate.**

Excellent - depending on experience + Stock Options

**For consideration please contact:**

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**Kim Finch Cook & Company**  
EXECUTIVE RECRUITERS AND CONSULTANTS