

Chief Business Development & Global Relationship Officer

Location: US or Europe

Type: Permanent (Full-time)

Start Date: As soon as possible / by arrangement

ABOUT DAINA

DAiNA is a precision-oncology company focused on enabling personalized cancer treatment for individual patients. We combine comprehensive molecular tumor data including genomics, transcriptomics (bulk, single cell and spatial), proteomics and epigenetics, with AI-driven analysis. Our platform connects multi-omic profiling with functional ex-vivo tumor models and personalized liquid-biopsy monitoring, creating a continuous workflow from biopsy and treatment selection through to therapy monitoring and adaptation. We also operate GMP manufacturing to produce individualized N=1 therapeutics. In short, we help physicians make more informed, personalized treatment decisions based on high-dimensional molecular tumor data.

For more information, visit: www.daina.com

THE ROLE

As Chief Business Development & Global Relationship Officer, you will lead DAiNA's global commercial and relationship strategy. You will be responsible for building strategic client, clinical, academic, pharma/biotech and investor-facing relationships that support DAiNA's growth as a precision-oncology company.

You will act as a senior external representative of DAiNA, translating our complex multi-omics, AI, ex-vivo testing and N=1 therapeutics platform into clear value propositions for physicians, oncology centers, strategic partners and commercial stakeholders.

This is a C-level leadership role focused on global business development, strategic relationship management, market access and commercial growth. It is clearly distinct from technical data integration roles and will work closely with the executive, clinical, scientific and technical teams.

WHAT YOU'LL DO

- Define and lead DAiNA's global business development and relationship strategy.
- Build and manage senior relationships with oncology centers, hospitals, pharma/biotech companies, diagnostics partners, investors and strategic advisors.
- Own client-facing communication from first contact through qualification, strategic development and executive relationship management.
- Translate DAiNA's scientific and technical platform into clear commercial value propositions.
- Identify, prioritize and develop high-value commercial, clinical and strategic partnership opportunities.
- Lead and coordinate regional BD activities in Europe and the United States.

- Work closely with clinical, scientific, technical and executive teams to align client opportunities with DAINA's operational capabilities.
- Represent DAINA externally at senior meetings, conferences, partner discussions and strategic negotiations.
- Build the commercial function, including regional BD support structures, processes and reporting.

WHAT YOU BRING

- Senior executive experience in business development, strategic partnerships, commercial leadership or relationship management.
- Strong track record in biotech, precision medicine, oncology, diagnostics, pharma, healthcare or related life-science markets.
- Ability to engage credibly with physicians, scientists, executives, investors and strategic partners.
- Strong understanding of complex scientific or medical platforms and the ability to translate them into compelling client value.
- Experience building and leading distributed commercial or partnership teams across regions.
- Excellent communication, negotiation, judgement and executive presence.
- Entrepreneurial mindset with the ability to build commercial structures in an early-stage, fast-moving company.
- High integrity, discretion and ability to own senior relationships end-to-end.

NICE TO HAVE

- Strong network across oncology centers, hospitals, pharma/biotech, diagnostics, investors or precision-medicine ecosystems.
- Experience scaling a commercial function from early stage to international growth.
- Experience with N=1 medicine, personalized therapeutics, molecular tumor boards, companion diagnostics or advanced oncology platforms.
- Experience with US and European healthcare, biotech or clinical partnership environments.
- Prior C-level, VP-level or founder-level commercial leadership experience.

WHY DAINA

- Employer contributions toward private health insurance or supplementary health coverage, as well as pension or retirement savings.
- A remote-first working model, with occasional visits to the office when needed.
- Performance-based bonus opportunity, depending on company and individual performance.
- A personal development budget for conferences, courses, certifications, and training.
- The opportunity to work directly on real patient cases and help shape a first-in-class precision-oncology platform
- A proactive, collaborative team with fast decision-making and strong ownership of your domain.

HOW TO APPLY

Send your CV and a short note on why this role fits you to recruiting@daina.com, quoting “Chief Business Development & Global Relationship Officer” in the subject line. We review applications on a rolling basis and aim to reply quickly.

DAiNA is an equal-opportunity employer. We welcome applicants of every background and assess every candidate on merit, regardless of age, gender, ethnicity, religion, disability, sexual orientation or origin. If you need any adjustment to the process, let us know in your application.