

STRATEGY AND BUSINESS DEVELOPMENT ASSOCIATE

The Strategy and Business Development Associate will support the Business Development, Commercial, and Finance teams with analyses of business critical opportunities including licensing and M&A models as well as modeling strategic initiatives to better understand GTM pathway and methods. The role will be based at the company headquarters in Cambridge, MA.

OUTCOMES

1. Design, deliver, and maintain analyses to support business critical decisions around M&A, licensing and commercial strategy
 - Understand the business objectives and design financial models that capture the key variables with ability to refine built in
 - Interface with assumption owners and ensure buy-in on models across the organization
 - Translate models into digestible and clear presentations
 - Track licensing discussions and translate term-sheets into models to understand financial impact to businesses
 - Support commercial team with critical models to understand global opportunity and company strategy Model and understand the cost-benefit analysis of different strategic initiatives
 - Support M&A initiatives via modeling and presentation support
2. Develop Market intelligence expertise
 - Manage the repository of information for the company pertaining to global acres, yield, and commodity price
 - Manage competitive intelligence information, gain expertise in competitive products and market trends
 - Develop and maintain repository of investor questions
3. Develop process to understand ongoing R&D material needs
 - By the end of Q2, develop and run the process to understand the R&D (discovery, GH, and field trials)
 - Act as liaison between R&D and Business Development to communicate needs and support in accessing materials

REQUIREMENTS

- 2-5 years of work experience, ideally from a top-tier management consulting firm or investment bank
- Strong analytical capabilities
- Excellent written and verbal communication
- Ability to manage multiple projects and priorities
- Ability to work independently and as part of a team
- Experience building and maintaining financial models



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- Alignment with Indigo's mission and core values
- Background or experience in agriculture, food or biotechnology a plus