

POSITION REQUIREMENTS
POZEN, Inc. COMMERCIAL OPERATIONS

Position: Vice President, Business Development

Reports to: Executive Vice President, Chief Commercial Officer

Location: Chapel Hill, NC (can be negotiated)

Background:

POZEN Inc. is a pharmaceutical company that has been committed to developing therapeutic advancements for diseases with unmet medical needs where it can improve efficacy, safety, and/or patient convenience. With fewer than 40 employees, POZEN has been focused in the pain area of innovative drug development. In the past, POZEN has created strategic, high-value partnerships with larger pharmaceutical companies for the commercialization of the company's drug candidates.

POZEN has developed and licensed TREXIMET[®] (sumatriptan/naproxen) to GlaxoSmithKline, launched in May, 2008, and VIMOVO[™] (naproxen/esomeprazole magnesium) to AstraZeneca, filed with the FDA in June, 2009.

POZEN has recently decided to retain control of the commercialization of their pipeline going forward. The company has several pipeline products, the first of which completed Phase II and is scheduled to go into Phase III in 4Q09. (See www.pozen.com for more information.)

POZEN believes that by employing a cost-effective evidence-based medicine approach, they can create and execute against a more efficient commercial model that will not only save lives, but be fiscally responsible and serve as a model for pharmaceutical companies going forward.

On September 14, 2009, POZEN announced the appointment of Elizabeth Cermak to the position of EVP, Chief Commercial Officer. This position reports to the EVP.

Position Description:

- Assist EVP in senior level discussions with partners, potential partners and strategic alliance candidates regarding ROW licensing, US co-promotion, co-marketing and product acquisition/divestiture.
- Initiate contacts, develop relationships, set decision maker level meetings with potential deal partners in the US and ROW.
- Oversee work with other BD staff in financial evaluation, modeling, IP issues, and analysis of product candidates
- Oversee the execution and work closely with legal on contract and master agreement design, provisions, and administration.

- Advise EVP on developments in political, regulatory, and competitive arenas that may affect POZEN product strategies.
- Manage all strategic relationships existing and created.

Required Skills & Experience:

- 15 years pharmaceutical business development experience.
- Specific experience in forming licensing partnerships.
- Specific experience in forming co-promotion/co-marketing partnerships.
- Extensive relationships with major global and EU pharmaceutical companies, who are potential US co-promotion and/or EU licensing targets.
- Track record of closing deals for small companies.
- Contacts with EMEA and pharma companies for potential partnerships.
- MBA required.

Leadership Characteristics:

- Strong analytical and negotiations skills.
- Demonstrated ability to operate at senior levels within partner companies.
- Ability to operate in a small company environment.
- Ability to work under pressure and meet deadlines.