

## **Executive Position Profile: Chief Financial Officer (CFO)**

### **Who we are:**

Founded in 2010, we are a privately held, clinical-stage biopharmaceutical company with a Phase III clinical program and five (5) clinical programs ongoing focused on the research, acquisition, and development of novel immunotherapies. We employ a capital-efficient operating model to achieve expedited product approval and our strategy is centered on providing patients with new and impactful therapies. Our lead proprietary agent has the potential to deliver both safe and effective cancer care alone and in combination with other immunotherapies. Our goal is to build a thriving and sustainable business that advances our mission to fight cancer by developing and bringing to market novel immunotherapies that will ultimately save lives and improve the quality of life for patients who were once suffering from cancer.

### **Who we need:**

We are actively recruiting for a Chief Financial Officer to join our executive leadership team. This is a critical executive position that will help accelerate our momentum by shaping our financial structure and strategy to support the trajectory toward exponential growth that provides highly effective novel therapies for the greatest numbers of patients fighting cancer.

Ideally, we need an accomplished CFO at this point in our company's lifecycle that is:

1. Highly personable, business-savvy, and well-networked; having established relationships/contacts on both the Sell Side (Bankers/Analysts) and Buy Side (Investors) that has helped transition venture-backed biotech startups of at least \$500M in enterprise value to a public company.
2. Able to promote and advance the company's profile to secure financing related to key value inflection points and aligned with relevant external market events and conditions.
3. Experienced and knowledgeable in the field of finance and accounting in both the private and public sectors.
4. Highly external facing to both the investor and banker/analyst communities and be able to tell our story on calls, meetings, and at industry conferences to generate positive interest, investment, and publicity. They will view their role as a key partner with the CEO and Board to help chart the course of the company for the future.
5. Someone that has already run the marathon of taking a company public and wants to do it again with a company on the forefront of leading the war to beat cancer for millions.

### **Who you will work with:**

As part of the executive team, the CFO will report to the CEO and be the strategic partner to both the CEO and the Board of Directors to help define and drive the successful growth of the company. In addition, the CFO will serve as the external executive representative to the private/public investor and financial institution communities.

## Executive Position Profile: Chief Financial Officer (CFO)

### What you will get to do:

- Take a highly visible lead role in representing the company to our industry/business/alliance partners, with a focus on both the Sell-Side and Buy-Side.
- Aggregate and distill complex data into the best viable business and structural options, serving as a prominent voice to analysts and investors, and in our communications to the Board and larger potential investor/analyst community.
- Create a comprehensive and compelling story for investors, bankers, and analysts ranging from the sophisticated scientific aspects and unique details about our product portfolio to vision casting toward commercialization, future strategic partnerships, and pipeline growth to attain a prominent market position.
- With support from your operational team and led by a highly competent VP, manage both the short and long-term strategic financial objectives of the company, provide the executive team with vital and predictive financial information, establish governance systems, and operational analytics to help driving a culture of accountability in managing the business.
- Apply your persistency and critical thinking skills to help shape and execute the long-term strategic goals and vision of our company in a low-bureaucracy, innovative, agile, and performance-driven culture.
- Because biopharma moves in discovery stages, you will get to develop strategies, processes, and countermeasures to external business threats to manage costs throughout the clinical development life cycle which requires an ongoing investment in R&D, the risk of potential failure and the testing of investors' patience.

### What we need you to lead and manage:

#### Business Strategy, Investment & Growth:

- Collaborate with investors, analysts, and bankers to take a lead role in raising additional capital/financing at appropriate valuations, enabling the company to meet growth, and market share projections/objectives.
- Advise the CEO on business development opportunities and projects, partnering, M&A and long-term strategic planning.
- Support the CEO in fundraising events by developing financial/forecasting models, diligence materials and reports on key operating metrics, and investor presentations/material.
- Analyze investor and shareholder relations policies, procedures, and informational sources, including the annual and interim reports to shareholders and the Board of Directors.
- Develop and implement oversight and compensation incentive plan structures for Board of Directors, C-Suite, and executive leadership.
- Evaluate and lead, with a financial lens, all joint venture and operating company prospects as well as structuring collaboration agreements and stock purchase agreements.

## Executive Position Profile: Chief Financial Officer (CFO)

### Strategic Financial Leadership:

- Provide leadership and FP&A support for alliance management with both customers and strategic partners.
- Demonstrable success in building and managing a finance function, with experience attracting, developing, and retaining top talent to meet the demands of a fast-growing business.
- Develop tools and systems to provide critical financial and operational information to the CEO and make actionable recommendations on both strategy and operations.
- Safeguard company assets with prudent balance sheet management.
- Oversee and control the company's liabilities and risks associated with legal contracts, statutory & tax obligations, contingencies, leases, or insurance summaries, and expectations from loan covenants and/or the Board of Directors.
- Ensures timely, accurate, and the utility of financial data reporting to the CEO and leadership team.
- Ensure compliance with private, pre-IPO, and public entity financial regulations and standards, such as, but not limited to, Sarbanes-Oxley, the IRS Tax Code, GAAP, Corporate Governance, ESG, etc.

### **What you need to have:**

- ✓ A Bachelor's degree in Finance, Accounting, or Business Administration.
- ✓ At least ten (10) years in progressively responsible financial leadership roles typically at the senior/executive leadership level.
- ✓ Biotech and/or pharmaceutical industry experience.
- ✓ Must have both private and public company experience.
- ✓ Direct experience taking a Biotech or Pharmaceutical company from Start-Up to a Public entity.

### **What we highly prefer:**

- ✓ A Master's degree in Finance, Accounting, or an MBA degree.
- ✓ CPA or CFA certification.
- ✓ Experience with a Big Five investment bank that is ready to apply their skills and have a seat at the table with a venture-backed biotech company ready to take the next evolutionary business step.
- ✓ Comes with an established network of investors, analysts and banking contacts that align to our business model, future state, and industry.
- ✓ Has a stellar reputation and experience with investment banking, investor relations, equity research analyst and/or BD professionals.
- ✓ Extensive experience and accountability to the commercial/operational functions of the business and well versed in operating as a public company.

## Executive Position Profile: Chief Financial Officer (CFO)

### What we need you to do/help us with over the next 12 months:

1. Over the first three (3) months, you will need to (1) become well-versed in our unique immunological therapeutic portfolio, business model, and operational framework, (2) establish positive and credible relationships with the Board of Directors, internal leadership, strategic partners, and key consultants, and (3) accompanying the CEO on a series of Board meetings, conferences, and investor meetings/calls to understand the nature of our business, strategic initiatives, and business trajectory.
2. At four (4) months, you will need to be able to present our story independently and credibly to both the buy-side and sell-side contacts to advance our company, enhance its financial security and achieve its corporate goals.
3. At five (5) months, we will need you to examine the year ahead and in collaboration with the executive team, define the key value inflection points, venues and audiences that need to be targeted as part of our fundraising campaign and in partnership with the CEO, to advance the company's value proposition and profile to investors, analysts, and investment bankers.
4. At six (6) months, you will have played a significant lead role in hitting the target or better against our strategic crossover fundraising/financing goal.
5. At twelve (12) months, we envision being in a position to complete or have completed the transition to public entity and you will have played a lead role in the successful planning, preparation, publicity, transition and in implementing the post-operational structures, governance procedures, and reporting systems to align with our new financial company structure, needs and obligations.

If this role/challenge sounds like a good match and is of interest, please email your resume/CV to [careers@cgoncology.com](mailto:careers@cgoncology.com) and reference the subject as CFO Role – CG Oncology.

Thank you.