

Pistoia Alliance President Search

Pistoia Alliance, a global not-for-profit life sciences association, is seeking its next president. The successful candidate will be a well-respected and networked individual with a passion for driving change in the life sciences industry through pre-competitive collaborations.

The President reports to the board of directors and will be responsible, along with the board of directors, for setting the direction for the next chapter of the Pistoia Alliance. The selected candidate will be challenged to:

- Position the Pistoia Alliance as the “go to organization” when companies think of starting new collaborations or consortia
- Ensure the right mechanisms are in place to enable the Pistoia Alliance to listen carefully to its members, identify and prioritize potential projects, and invest 2-3 years ahead of the field
- Increase the reach of the Alliance into new markets to best meet the needs of the global population
- Bring their passion, motivation, and "hunger" to create an increasingly rich and persistent environment for the Pistoia Alliance membership
- Infuse a sense of belonging and fun to support the purpose of why we all come together within the industry

Scope of Responsibilities

- **Strategic External Leadership**
 - Develops and maintains beneficial relationships with funders, supporters, collaborators, allies, vendors, and other stakeholders
 - Ensures effective external communications about the organization and its mission, priorities, importance, programs, and activities
 - Champions the organization and advocating its mission to internal and external stakeholders
 - Leads potential expansion of global reach of the Alliance where members are underrepresented such as the Asia Pacific region.
 - Champions diversity and inclusion to enhance participation by underrepresented groups and to provide an environment of opportunity across the Alliance activities
 - Inspires and encourages member organizations to conduct projects in line with the mission
 - Advances the reputation and capability of the Alliance to enhance the desirability of needed talent and members to join its activity.

- **Internal Leadership**
 - Provides mission focused motivation and inspires creativity across membership and staff
 - Creates a culture of collaboration, teamwork, and trust across member organizations and Pistoia Alliance staff
 - Leads a staff of approximately 30 including employees and contractors, as well as the organization's planning processes
 - Ensures compliance with all applicable federal, state, and other laws and regulations and is retains signing authority for legal documents
- **External Operational Responsibilities**
 - Presides over annual conferences
 - Leads the Annual General Meeting
 - Presides over meetings of the board of directors

Experience and Desired Qualities

- Recognized in the life science Industry as a leader and contributor
- Reputationally identified as an outward-facing, member-focused, customer first, hands-on leader
- Demonstrated leadership in promoting cross-company and cross-industry collaboration while promoting openness for new ways of working
- Demonstrated experience and understanding of nonprofit governance and management (corporate requirements, P&L, committee work, hiring, project management)
- Proven ability to identify, recruit and retain expert associatesⁱ and form them into a high-powered team
- Proven history of leadership based on ethics and integrity
- Experience working in a global multi-cultural and diverse organization

Pistoia Alliance Background

The Pistoia Alliance is a global, not for profit members' organization conceived in 2007 and incorporatedⁱⁱ in 2008. Founding representatives were from AstraZeneca, GSK, Novartis and Pfizer who met at a conference in Pistoia, Italy. This group shared the opinion that life science R&D was changing, and that organizations could not afford to 'go it alone' in order to integrate emerging technologies and continue to deliver life-changing therapies to patients.

Pistoia Alliance Mission

The mission of the Pistoia Alliance is to lower barriers to innovation in life science R&D and Healthcare.

Pistoia Alliance Activities

Advances and breakthroughs in life science will not be achieved alone. The work of the Pistoia Alliance is to drive collaboration by empowering and facilitating its member organizations to work together for success. The Pistoia Alliance provides a formal framework that enables easy, nimble, and effective pre-competitive collaboration among its nearly 200 member organizations worldwide.

The Pistoia Alliance's projects help to overcome common obstacles to innovation and to transform R&D by identifying common problems amenable to common solutions. Its work ranges from identifying the root causes of inefficiencies, working with the ecosystem's stakeholders to adopt new standards, or helping researchers implement new technologies effectively.

Pistoia Alliance Membership

Membership of the Pistoia Alliance is open to any with a contribution to make to progressing life science R&D and healthcare. Currently the Pistoia Alliance has approximately 200 member companies – ranging from large global organizations to medium and small-sized enterprises, to start-ups and individuals – all collaborating as equals on projects that generate value for the worldwide life sciences community.

ⁱⁱ Incorporated in the State of Delaware as a Type 501 (c) (6)