

## Biotech Business Development Associate/Manager

LifeSensors is a biotech company seeking a Business Development Manager/ Associate Director [www.lifesensors.com](http://www.lifesensors.com). The Ubiquitin Proteasome System (UPS) plays a fundamental role in every aspect of physiology and pathology. The importance of UPS is recognized by biotech and pharma companies by their major increase in investment in UPS and PROTAC based drug discovery programs. Successful candidates will have knowledge of UPS and an advanced life science degree. LifeSensors has developed broad products and technology platforms for drug discovery for UPS enzymes as well as unique tools for mass spectrometry proteomics. LifeSensors is exploiting the UPS to develop early stage biomarkers for neurodegenerative diseases, such as Alzheimer's and Parkinson's disease. The successful candidate will be responsible for establishing business relationships, establishing licensing agreements with pharmaceutical and biotech partners, establishing and managing relationships to promote the services offered, assisting with the development and implementation of marketing strategies, as well as identifying / developing new product and service ideas that are consistent with the company's mission.

### Specific tasks:

- Prepare strategic plans for marketing LifeSensors Inc. technologies and discovery platform
- Ensure a steady flow of quality sales meetings with partners and prospective partners
- Ensure LifeSensors Inc. team members are adequately briefed on the outcome of partner interest
- Ability to manage service projects, acting as a liaison between customer and scientific team
- Prepare promotional materials, calling on LifeSensors Inc. experts or consultants as appropriate
- Assist in negotiation and securing service projects, licensing contracts, and partnerships agreements
- Contribute to the maintenance of the computerized partner and prospect database CRM, web site, etc
- Carry out market research, competitor and partner surveys as required

### Required Qualifications:

- Ph.D. in a biological science field
- Knowledgeable in the ubiquitin proteasome system, as well as life science research
- Strong ability to identify, prioritize, and execute business objectives to grow market share
- Promote new technologies and products, and drive revenue
- Strong verbal and written communications skills
- A self-starter, independent thinker as well as a team player
- Outgoing, friendly and confident personality, able to effectively engage with customers across a range
- Must have the ability to travel for client meetings, trade shows, research conferences and exhibitions

### Personal characteristics

- High energy and can energize others
- Persistent in getting tasks done as planned and on time and finding solutions to obstacles
- Well organized and reliable
- Outstanding communications skills with a sense of diplomacy and tactics necessary to be successful
- Excellent negotiation and presentation skills, combining technical capacity to influence and convince
- A creative and solutions-oriented approach, dedicated to achieving high goals
- Self-starter and Multi-tasking

### Benefits:

In addition to competitive salary we offer an attractive benefits package which includes, Medical, dental, and vision insurance, life insurance, bonus program, 401K Retirement Savings Plan with a company match, a generous Paid Time Off program, and 8 paid holidays. For immediate consideration, forward CV and cover letter, with salary requirements, to [careers@lifesensors.com](mailto:careers@lifesensors.com).