LifeSensors www.lifesensors.com

Biotech Business Development Manager

LifeSensors is seeking a Business Development Associate/Manager www.lifesensors.com. Epigenetic modifications, such as ubiquitin proteasome system (UPS) is the next frontier in drug discovery and diagnostic. LifeSensors is a leader in PROTAC (protein targeting chimeras) based drug discovery programs. LifeSensors has developed broad products and technology platforms for PROTAC drug discovery and tools for mass spec proteomics. LifeSensors is developing personalized medicine for neurodegenerative diseases, such as Alzheimer's and Parkinson's disease (AD/PD). Successfull candidate will be responsible for establishing business relationship, licensing agreements with pharmaceutical and biotech partners, developing and implementing marketing strategies and identifying / developing new product ideas.

Specific tasks:

- Prepare strategic plans for marketing LifeSensors Inc. technologies and discovery platform
- Ensure a steady flow of quality BD meetings with partners and prospective partners
- Ensure LifeSensors Inc. team members are adequately briefed on the outcome of partner interest
- Make presentations on UPS/PROTACs, prepare project proposals for biotech/pharma
- Negotiate and secure contracts/partnerships agreements and feasibility studies
- 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

Qualifications:

- BS/MS or Ph.D in Life Sciences or related experience
- Knowledgeable in the ubiquitin proteasome system or preferably life science research
- Strong ability to identify, prioritize, and execute business objectives to grow 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 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
- Self-starter, multi-tasking, 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

Benefits:

In addition to competitive salary, we offer an attractive benefits package which includes, Medical, dental, and vision coverage, bonus program, Retirement Savings Plan with a company match, Generous PTO policy, and Life Insurance programs.