

Business Developer – ImaBiotech Corp.



Company: ImaBiotech Corp.

Position: Business Developer

Location: USA West-Coast

Job Category: CRO Services-Preclinical/Clinical; Drug Discovery, ADME, Toxicology, Pharmacology, Translational Medicine, and Biomarker Research Imaging Services

The Company: ImaBiotech is a contract research organization (CRO) that offers services in mass spectrometry imaging (MSI); along with developing and implementing new imaging technologies, such as Quantinetix™ and Multimaging™. In order to accelerate drug development, ImaBiotech offers services, such as MALDI high resolution mass spectrometry imaging to provide a cost effective solution for preclinical and clinical studies. This molecular technique is used both qualitatively and quantitatively for understanding the efficacy and toxicity of drug candidates.

Position Summary: ImaBiotech is looking for a Business Developer to aid in the expansion and revenue growth of our company on the West Coast - USA. Qualified candidates should be analytical, creative, collaborative, self-motivated, quick learners, and have an entrepreneurial spirit.

If you have experience selling services or products/instrumentation to the preclinical or clinical areas, then we would definitely like to speak with you!

Primary Responsibilities:

- Undertake business development activities on the West Coast USA with CRO experience selling to Pharmaceutical and Biotech companies, especially in the areas of early phase (Preclinical - Drug Discovery, ADME, DMPK, and Toxicology) and late phase (Clinical) development
- Identify organizations and individuals online to establish new leads and potential new markets
- Network closely with pharmaceutical and industry partners to develop key relationships with scientists and C-level executives, as well as, to gather market intelligence
- Pursue decision makers by contacting them through phone, email, social media., etc. to establish rapport, identify requirements, and schedule meetings for the ImaBiotech Technical Team
- Work closely with the Marketing and Communications Team to explore and manage event sponsorship, speaking engagements, and creative business development activities to keep the ImaBiotech brand top of mind, and maintain long-term relationships with clients and industry partners
- Attend conferences, meetings, and industry events that are relevant for business growth
- Manage and motivate Sales Representatives to maintain and develop sales activities

The position's primary objective is seeking out and building quality relationships with new and existing collaborators/partners/sponsors; while continuing to support Management business development efforts. The position receives substantial support from our Study Managers and Senior Scientists in developing proposals to closing the sale, which is a team effort.

Minimum Qualifications of Position:

- Master's Degree in Life Sciences
- Established in the Pharmaceutical or Biotech industry
- Experience selling highly technical scientific services and/or instrumentation
- Experience selling Preclinical to Clinical CRO Services with demonstrated success is a bonus
- Proficiency in the Microsoft Office Suite
- Have strong verbal, written, and graphic communication skills

For inquires or resume submission, please contact the following:

Email: recruitment@imabiotech.com

Phone: 1-857-777-6764

We look forward to receiving your resume for this exciting position at ImaBiotech Corp!