

Strategic Alliances Business Development Manager

POSITION SUMMARY:

The Strategic Alliances Business Development Manager will be responsible for establishing new partnerships to meet Asterand's research needs. The Business Development Manager will:

- Research and contact hospitals, clinics, CROs, tissue banks, organ procurement organizations, etc. for the prospective collection of human biological materials for *in vitro* research
- Present Asterand's value proposition to new collaborators
- Prepare and distribute introductory materials
- Prepare, negotiate, and finalize contracts with new collaborators
- Visit new sites for introduction, validation, and training purposes
- Assist in development of global strategic initiatives
- Maintain CRM database for opportunities in pipeline

GOALS:

- Develop creative partnering opportunities to expand tissue based research
- Network and develop key contacts
- Increase the company's ability to sponsor studies in challenging therapeutic areas

POSITION DUTIES AND RESPONSIBILITIES:

- Extensive telephone and e-mail communication
- Document drafting including contracts, proposals, project briefs and statements of work
- Travel, up to 60% of time on job
- Corporate presentations, question and answer sessions
- Contact follow-up, progress tracking
- Other duties as assigned

EXPERIENCE AND/OR EDUCATION REQUIRED:

- Sales, Business Development, and/or Strategic Alliance experience in healthcare, clinical trials, medical device, biotechnology, or pharmaceutical industry
- BS or MS in biological sciences and at least 3-5 years experience in commercial environment, preferably in sales
- Applicants with specific experience recruiting sites for clinical trials, pharmacogenomic, or registry studies are preferred

PERSONAL ATTRIBUTES:

- Independent and assertive nature
- Good interpersonal skills
- Comfortable presenting to groups
- Excellent written and verbal communication skills
- Good organizational skills and attention to detail
- Problem-solving skills

APPLICANT SHOULD ALSO:

- Be outgoing
- Enjoy interacting with medical and scientific professionals
- Be able to prioritize a large work-load
- Be able to track, summarize and progress aspects of multi-faceted projects
- Enjoy group discussion, and collaborative problem solving
- Be able to make high pressure sales calls

JOB WILL INVOLVE:

- International Travel 40 – 60%
- Working across time zones- early mornings/late nights & weekends

Please send your resume and cover letter including current remuneration to: hr@asterand.com.