

Department	Business Development
Period	Starting date: Q3 2017
Company	Biognosys
Location	Zürich, Switzerland
Contact	Chief Commercial Officer, Stephan van Sint Fiet, <a href="mailto:stephan.vansintfiet@biognosys.com">stephan.vansintfiet@biognosys.com</a>

## Business Development Manager, Europe

### BIOTECHNOLOGY □ NEXT-GEN PROTEOMICS □ RESEARCH SERVICES & TOOLS

Biognosys is the leading company in next-generation proteomics, offering services and products for precise high-content protein quantification. Our technology quantifies proteins with unbeatable precision and depth. Biognosys was founded in 2008 as spin-off from Prof. Ruedi Aebersold's lab at the ETH Zurich in Switzerland, the inventor and leading scientist of next-generation proteomics. Biognosys is located in the Biotechnopark in Zurich, Switzerland and operates its own state of the art proteomics facility. We have recently opened office and laboratory space in the US, North East of Boston, in Beverly Massachusetts. Biognosys has provided services to many top pharma companies in US and EU, various biotech, agriculture and life science companies.

At Biognosys we believe that the decoding of the proteome will impact life sciences more than the genome revolution a decade ago. Our mission is to make next-generation proteomics widely available with our contract research services and with our portfolio of innovative reagents and software products.

#### THE CHALLENGE

The primary role of the Business Development Manager is to identify, analyze and structure new proteomics service opportunities for Biognosys in Europe. She / he is responsible for building and maintaining strong relationships with key accounts in targeted industries, including pharma & biotech, diagnostics, industrial biotechnology, plant & crop protection etc. In addition the position includes hands-on tasks like development of the marketing materials, participation in congresses, reviewing contracts, writing research plans etc.

#### THE PROFILE

- Life science degree (MSc or PhD) in biological sciences, business degree highly desired
- At least 3 years of experience in the pharmaceutical/biotechnology industry in a commercial function, e.g. business development, sales or marketing with a proven track record
- Strong sales acumen and the ability to use a consultative selling approach
- Demonstrated relationship building and influence skills
- Entrepreneurial spirit, personal impact, reliability and a pro-active hands-on attitude
- Ability to work in a heterogeneous and dynamic environment and willingness to learn from the team
- Excellent verbal and written communications, strong presentation, analytical, organizational and interpersonal (teamwork oriented) skills are essential
- Proficient with PowerPoint, Excel and other standard MS Office skills

#### THE OPPORTUNITY

We offer you a dynamic work environment, in a start-up atmosphere with a highly experienced and motivated team. You will enjoy an open and flexible company structure where individual initiative is appreciated and encouraged. The compensation package is competitive with industry standards. Biognosys is backed by strong investors and offers the opportunity for growing a mature start-up into a sustainable business.

Please send your full application or any questions you may have to [stephan.vansintfiet@biognosys.com](mailto:stephan.vansintfiet@biognosys.com). For further information please visit [www.biognosys.com](http://www.biognosys.com).