

Department	Scientific Business Development
Period	Starting date: Q2/Q3 2017
Company	Biognosys Inc.
Location	Bay Area, US
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## Scientific Business Development Manager, Bay Area US

### 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 MA. 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

Biognosys sells services and products to customers with a strong scientific background. We offer solutions that are tailored to specific customer needs. The sales process therefore requires a significant amount of technical consulting and a competent needs dialogue and the ability to build a long-term trustful relationship with project leaders at the customer side. Your responsibilities include presentation of relevant applications and example data are key selling arguments. You will visit interested customers and present our technology and offerings in close collaboration with the Sales and Business Development team. You are responsible to answer technical questions and requests, to write research plan proposals, and consult our customers in the set-up and planning of contract research projects. This includes the design and generation of custom presentations and technical sales documentation. In collaboration with Biognosys' team of scientists you generate reference data if required in the sales process. You will further support customer acquisition on roadshows and conferences.

#### THE PROFILE

- MSc or PhD in biochemistry, analytical chemistry or ideally in proteomics
- First-hand experience with proteomics and mass spectrometric methods, ideally familiarity with Biognosys' DIA/SWATH technology
- Independent, responsible and accurate working style
- Excellent verbal and written communications, strong presentation, analytical, organizational and interpersonal (teamwork oriented) skills are essential
- Willingness to travel and availability for early/late phone calls (e.g. to Europe)
- Ability to work in a heterogeneous and dynamic environment and willingness to learn from the team
- Proficient with PowerPoint, Excel and other standard MS Office skills

#### THE OPPORTUNITY

We offer you a dynamic work environment, in a 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 to develop a career in a growing company that operates in an attractive and dynamic market.

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