

Department	Commercial
Period	Starting date: Q1/Q2 2020
Company	Biognosys AG
Location	US West Coast, Home-based
Contact	Kristina Beeler, Head of Business Development Email: kristina.beeler@biognosys.com

Business Development Manager, West Coast (Home-based), 100%

BIOTECHNOLOGY | NEXT GENERATION PROTEOMICS | RESEARCH SERVICES & TOOLS

Biognosys is the leading company in next generation proteomics. We offer services and products for precise, high-content protein quantification. Biognosys was founded in 2008 as a spin-off from the ETH Zurich in Switzerland. Located just outside of Zurich, we operate our own state of the art proteomics facility, providing services to pharma, biotechnology, agriculture and life science companies worldwide. Biognosys' mission is to make next generation proteomics widely available through our contract research services and our portfolio of innovative reagents and software products.

THE OPPORTUNITY

Biognosys provides services and products to customers with strong scientific background in diverse fields of the life sciences. We offer solutions that are tailored to specific customer needs from early R&D to late clinical stages of the drug development pipeline. The sales process therefore requires a significant amount of technical consulting, a competent needs-based dialogue, and the ability to build long-term trustful relationships with project leaders at the customer side.

You will drive business development activities for our services business located on the US West Coast with key responsibilities including:

- Plan and engage in active customer acquisition on roadshows and conferences.
- Visit interested customers and present our technology and offerings in close collaboration with other members of our commercial and operations team.
- Address technical questions and requests, to write research plan proposals, and consult our customers in the set-up and planning of contract research projects.
- Design and generation of custom presentations and technical sales documentation.
- In collaboration with Biognosys' team of scientists and external strategic collaborators, you will generate case study data and will have the opportunity to present it at scientific conferences.

THE PROFILE

- MSc or PhD in life sciences, molecular biology, pharmacology, biochemistry or related field.
- Commercial experience in research or clinical services, diagnostics or relevant field is a requirement.
- Willingness to travel frequently for customer visits and conferences.
- Ability to spend several weeks per year at Biognosys' offices in Zurich.
- Strong interest in connecting scientific information with a business approach.
- Strong ability to identify customer needs, tenacity to overcome obstacles and come up with solutions.
- Independent, responsible and accurate working style.
- Ability to work collaboratively within a dynamic team.
- Excellent verbal and written communication, strong presentation, analytical, organizational and interpersonal (teamwork oriented) skills.

WORKING at BIOGNOSYS

We offer a dynamic work atmosphere in a young and motivated team. You will profit from an open and flexible company structure where personal initiative is appreciated and encouraged. Biognosys is backed by strong investors and offers the opportunity to grow together with the company in a promising and innovative market.

TAKE THE STEP

Please send your full application including CV and cover letter to kristina.beeler@biognosys.com. For further information please visit www.biognosys.com.