

Department	Commercial
Period	Starting date: Q3/Q4 2020
Company	Biognosys AG
Location	Wagistrasse 21   8952 Schlieren   Switzerland
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# Business Development Manager (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 within the Bio-Technopark in Schlieren 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.

Our technology quantifies proteins with unbeatable precision and depth. 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 innovative 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 on the customer side.

You will drive business development activities and strengthen Biognosys' presence in Europe with **key responsibilities** including:

- Plan and engage in active customer acquisition on roadshows and conferences
- Visit interested customers and present Biognosys' technology and offerings in close collaboration with other members of the business development and operations team
- Draft research plan proposals and consult customers in the set-up and planning of contract research projects
- Support the development of targeted messaging and engagement campaigns with prospective customers

## THE PROFILE

- MSc or PhD degree in life sciences, natural sciences or related subjects, knowledge in omics-related research is a plus
- Commercial experience in research, clinical services, diagnostics or relevant field is required
- Experience in drug discovery research is a plus
- Willingness and flexibility to travel frequently for customer visits and conferences
- Strong interest in connecting the scientific research with a business approach, and in exploring the cutting edge of interdisciplinary research
- Excellent verbal and written communication, strong presentation, analytical, organizational and interpersonal (teamwork oriented) skills
- Strong motivation to drive business in an emerging market from both technical and strategic perspective

## 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 to [kristina.beeler@biognosys.com](mailto:kristina.beeler@biognosys.com). For further information please visit [www.biognosys.com](http://www.biognosys.com).