



Job Title: Business Development Manager, Natural Products
Job Type: Full-time, Permanent, Seniority Level: Associate
Location: Washington, DC Area
Posting Date: 03/15/2017

About AnalytiCon Discovery

AnalytiCon Discovery is the world's leading company in natural product research. With its proprietary technology platforms and unique natural product chemistry expertise, the company is creating value for the pharmaceutical, agrochemical and food industries.

Position Summary

Responsible for promoting AnalytiCon Discovery's natural product chemistry services (e.g. analysis of extracts, identification of active ingredients, chemical synthesis), identifying R&D business opportunities (e.g. integrated hit-to-lead optimization) as well as negotiating/finalizing contracts with industrial entities in the USA and Canada.

Duties and Responsibilities

- Identify, establish and develop new business relationship with key accounts in the assigned region and/or industry branch
- Travel to customers with up to 30% travel activity (including overnight)
- Prepare client-specific presentations to respond to client needs; present and promote company's products to a variety of audiences
- Attend and represent the company at tradeshow and scientific conferences
- Communicate effectively and in a timely manner internally with scientific and senior staff in the U.S. and in Germany
- Generate business intelligence reports about potential leads
- Forecast future sales by product/territory/market segment
- Maintain all corporate files pertaining to key accounts and sales activities
- Support contract negotiations and closure as defined by supervisor
- Report to Executive Vice President located in Rockville, Maryland

Required Qualifications

- Ph.D. or Master in food or organic chemistry, background in natural product or analytical chemistry is a plus
- Exceptional oral and written communication and negotiation skills
- Ideal candidate is an individual who has worked in the lab for at least 3 years and is looking to become involved in a business-focused role to help drive growth of the company

Skills, Knowledge and Abilities

- Ability to identify business opportunities, drive, negotiate and close research contracts
- Skills to interact with clients' management and scientists
- Ability to create and to conduct presentations with confidence
- Ability to work in a team environment to translate clients' needs into individual scientific solutions
- Proficiency in using CRM software
- Availability for business trips on short notice

All applicants should email their resumes to careers@ac-discovery.com

AnalytiCon Discovery, LLC is an equal opportunity employer and does not discriminate on the basis of race, sex, age, national origin, religion, disability, marital status, veteran status, sexual orientation or any other basis prohibited by law.