

Job Title: Manager Business Development – Food & Beverages for North America

Job Type: Full-time, Permanent

Location: Washington, DC Area, USA / Optional Teleworking

About AnalytiCon Discovery

AnalytiCon Discovery is the world's leading biotech company in natural product research. With its proprietary technology platforms and unique natural product chemistry expertise, the company is creating value for the food, agrochemical and pharmaceutical 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 as well as negotiating/finalizing contracts with industrial entities in the USA and Canada. The focus is on the food/beverage and agrochemical industries.

To strengthen our business development team in North America we are looking for you to join us full-time as:

Manager Business Development – Food & Beverages for North America

Duties and Responsibilities

- Identify, establish and develop new business relationships with key accounts in the assigned region and/or industry branch
- Generate business intelligence and market analysis reports
- Travel to customers with up to 25% travel activity
- Prepare client-specific presentations; present and promote AnalytiCon's products to a variety of audiences; explore client needs
- Attend and represent the company at tradeshow and scientific conferences
- Communicate effectively and in a timely manner with AnalytiCon's scientific and senior staff in the U.S. and in Germany (no German language skills required)
- Forecast future sales by product/territory/market segments
- Maintain all corporate files pertaining to key accounts and sales activities
- Independent negotiation and conclusion of contracts.
- Report to the Executive Vice President located in Rockville, Maryland

Required Qualifications and Skills

- Ph.D. or Master's degree in a natural science (e.g., food technology, chemistry or microbiology); background in natural product chemistry or analytical chemistry is a plus
- Exceptional oral and written communication skills
- Outstanding presentation and negotiation skills

- 2-5 Years of relevant business development experience
- Ability to identify business opportunities, drive, negotiate, and close research contracts
- Ability to interact with clients' management and scientists
- Ability to create and to hold presentations with confidence
- Ability to work in a team environment to translate clients' needs into individual scientific solutions
- Proficiency in using CRM software

Our Offer:

- A supportive, international team environment
- Flexible work hours
- Competitive Benefit Package including health benefits, retirement options, PTO and sick leave
- Basic plus success-based salary
- Professional development opportunities

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.

AnalytiCon Discovery, LLC

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