

Job Title: Manager Business Development – Drug Discovery for North America
Job Type: Full-time, Permanent
Location: Washington, DC Area / 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 pharmaceutical, agrochemical and food industries.

Position Summary

Responsible for promoting AnalytiCon Discovery's natural product and drug discovery services (e.g. screening, structure-based drug discovery, medicinal chemistry, H2L/LO) and negotiating/finalizing contracts with the pharmaceutical and biotechnology industries in the USA and Canada.

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

Manager Business Development - Drug Discovery for North America

Duties and Responsibilities

- Identify, establish and develop new business relationships with pharma key accounts in North America
- 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 Executive Vice President located in Rockville, Maryland

Required Qualifications and Skills

- Ph.D. in organic or medicinal chemistry; background in natural product 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 negotiations, 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

15800 Crabbs Branch Way
Rockville, MD 20855

www.ac-discovery.com