

Interested Parties should contact:  
Keith Ryan [kryan@geneousbiomedical.com](mailto:kryan@geneousbiomedical.com)  
617 444 8780



## Director Business Development

### POSITION SUMMARY:

As a leading provider of value-enhancing human tissue-based solutions to healthcare organizations (both therapeutic and diagnostic), our client is poised to contribute to the transformation of drug discovery and the ushering in of personalized healthcare. We have exciting opportunities for experienced business development / Sales executives to be based out of west coast / northwest US territories.

The enthusiastic individuals we seek will ideally be trained to a Masters (PhD preferred) degree level in a relevant life science discipline or have a Bachelors degree and have equivalent work experience. They will have had some industrial laboratory experience within the pharmaceutical or biotechnology sectors and have since gone on to be pursuing a successful business career within the drug discovery/diagnostic marketplaces. We are looking for individuals with at least 3 years of proven drug discovery sales experience willing to be field based and travel regularly within established regions in North America to meet with established and prospective healthcare clients. Working to agreed sales targets, the individuals will be required to understand and promote a full range of service offerings to prospective healthcare clients. They must be able to establish rapport with clients, understand their technical requirements and, working with colleagues in operations, to offer them customized solutions. The role will involve all aspects of the generation of new business; from initial lead qualification through to deal closure, including the maintenance and growth of established client accounts. Being well organised, having an ability to multi-task and be highly responsive to our client's needs will be paramount components of the role. Training will be offered..

They have a comprehensive compensation package including an attractive salary, health, dental, vision, life insurance, long-term disability, paid holidays and 401K.

### POSITION DUTIES AND RESPONSIBILITIES:

- Generate new business through: written or telephone communication and presentations to current and potential clients.
- Present proposals to and negotiate contracts with clients
- Meet required sales productivity targets
- Communicate market feedback from territory to management
- Make suggestions to grow the revenue potential for the territory
- Service and build upon the existing client base, e.g. through cross-selling
- To maintain and enhance the Company's value proposition and professional reputation by displaying the highest levels of professionalism, competence, and personal integrity
- To operate in compliance with all regulatory requirements and company policies as described in the company policy manual, compliance training module, and other material
- Execute the company sales strategy as agreed:
  - Set priorities within territories to permit company resources to be allocated most profitably
  - Identify and target senior, decision-making executives in prospective client companies
  - Establish, manage and develop customer relationships at all levels in the customer organizations.
  - Manage own time, travel schedules, and expenses to maximize cost effectiveness and exceed service levels.
- Contribute to strategic business development and tactical implementation, including tissue supply and clinical site development
- Provide regular information to management on progress towards achieving sales targets:
  - Produce customer visit reports within 3 days of visit, weekly activity reports and travel schedules, as appropriate
  - Produce detailed account development plans
  - Produce sales forecasts on a monthly basis

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- Contribute to the Company's overall marketing programs
- Make effective use of marketing material and other promotional activities
- Active participation in exhibitions, conferences and other promotional activities as appropriate
- Provide market intelligence feedback in respect of
  - New market requirements
  - Performance of our services and products
  - Competition
- Work with management and internal colleagues to ensure sales office/administrative functions work smoothly and meet expectations
- Make effective use of appropriate resources to support sales efforts when required both pre and post order
- Other duties as assigned
- Make active contributions to bi-annual sales retreats and give regular update presentations on performance of territory relative to goal

**MINIMUM EXPERIENCE AND/OR EDUCATION REQUIRED:**

- Bachelors and equivalent work experience required; Masters or Postgraduate Degree in life sciences preferred
- A minimum of 3 years of demonstrated success selling services and solutions to a range of pharmaceutical and healthcare companies
- Must have knowledge and understanding of human tissue or drug discovery and ability to communicate effectively with scientific clients and colleagues

**POSITION REQUIREMENTS:**

- Entrepreneurial, energetic leader with demonstrated ability to build and manage sales in the life science industry.
- Conceptual thinker with capability to implement and launch ideas, products and services.
- The ability to build strong and lasting relationships with key decision makers of pharmaceutical and life sciences companies and drive maximum sales growth
- A strong passion for persuasion and negotiation
- A demonstrated ability to understand people and communicate clearly
- Organizational skills, demonstrable listening skills and attention to detail
- Problem solving track record

**PHYSICAL DEMANDS:**

- Ability to sit for long periods of time at desk and driving an automobile

**WORKING CONDITIONS:**

- Occasionally required to work evenings, weekends, and attend meetings out of territory
- Requires local, regional and international travel, up to 55%, 40% and 5% respectively.