

Interested Parties should contact:  
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508 359 4120



**Position** Head of Business Development, West Coast US  
**Location** San Francisco, CA

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**POSITION SUMMARY:**

Founded in 2001, our client is one of the fastest growing providers of integrated drug discovery services to the pharmaceutical and biotech markets. They have doubled in revenues over the last two years, and the United States is one of their fastest growing markets. As such – they are looking for someone to drive business development activities on the West Coast US, with particular focus on the San Francisco and surrounding markets.

Their global HQ is in Cambridge, UK and they have established partnerships with pharmaceutical, biotechnology and patient foundation organizations across the Globe. Their services span protein expression and structural biology, hit discovery and medicinal chemistry. They have established an unrivalled reputation for excellence in the delivery of results all the way across the drug discovery value-chain, through to the identification of pre-clinical candidates in numerous therapeutic areas (including oncology and immune-inflammatory).

The Head of Business Development (West Coast) should be a highly motivated and self-driven individual with previous experience of undertaking business development activities in the pharmaceutical pre-clinical, contract research or similar markets. Bachelor degree-level or higher in a life science discipline, and strong familiarity with the drug discovery process.

This position will be responsible for introducing the full range services and ideal candidates should be adept at establishing and building long-lasting, profitable partnerships with the biotech and pharma sectors.

The role of Head of Business Development West Coast, USA will be to:

- Build a good working knowledge our clients' drug discovery services and technical capabilities.
- Identify target pharmaceutical, biotechnology and academic organizations on the East Coast, focusing on the Boston to New Jersey corridor, by prospecting, networking and representing the company at life science conferences.
- Work closely with the company's expert scientists to create programs of research tailored to clients' drug discovery requirements. Co-ordinate dialogue, information flow and construct the commercial framework that underpins these partnerships.
- Build lasting business relationships with client organizations by building your knowledge of their drug discovery projects and long term initiatives.

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### **Candidate profile**

- We are looking for a motivated, results-orientated business development executive with an established track-record working with R&D teams in the pharma / biotech industries.
- The ideal candidate will be an effective networker, comfortable with meeting and building relationships with clients, and be a determined deal-maker. You should be extremely well organized, have an eye for detail, and able to source and close deals.

### **Professional/Technical:**

- Good scientific credentials, qualified to Bachelors level in a biological or chemical subject(s)
- An in-depth understanding of the pre-clinical pharmaceutical and biotechnology sectors and their dynamics
- Knowledge of the key stages of the drug discovery process, from target expression to lead optimization
- Have a track-record of initiation and negotiation of business partnerships in the pre-clinical drug discovery arena
- Possess an excellent understanding of how to build long-term, profitable business partnerships with clients
- Ideally has used a customer-relationship management platform to manage a portfolio of emerging business partnerships.

### **Personal attributes:**

- Be results focused, self-motivated with a high level of drive and energy, with a readiness to take on challenging targets and see them through to conclusion
- Make a difference to the company by securing business from new and existing clients
- Have good business acumen: be able to gather information, make judgements and decide priorities
- Combine first-class communication skills, with being credible and tenacious throughout the new business acquisition cycle;
- Have the confidence, persona and gravitas required to interface and negotiate with the decision makers while understanding the parts played by others (e.g. gate keepers) in target organizations
- Be comfortable meeting scientists and managers and to have established a strong personal network of contacts across life science organizations.