



BIOCRATES Life Sciences AG is a young and dynamic biotech company with more than 40 employees based in Innsbruck, Austria.

Our metabolomics based technology platform enables immediate identification of metabolites, and measurement of their absolute concentrations. New found results from the field of metabolomics have the potential to revolutionize the understanding of complex human diseases and of drug effects.

Are you looking for a job in an international team? Are you sales driven and want to contribute to expanding a successful life sciences company? As we are expanding to the USA we want to open up a subsidiary with two offices, one on the East Coast, one on the West Coast. Therefore we have an open position as

Business Development Manager USA

Position Purpose:	Grow sales according to budget plans. Make initial, intermediate and final offers in alignment with BIOCRATES' headquarters in Innsbruck. Implement a sales strategy based on corporate strategy, plan and propose sales budget to the management, execute product launches. Provide the scientific approach of BIOCRATES by giving scientific presentations, organising workshops and negotiating with clients on a scientific basis. Create and manage relationship with KOL.
Essential Functions:	<ul style="list-style-type: none"> • Manage numerous customer relationships and accounts • KOL-management • Contact to NIH, NCI, NIA plus CRO and Pharma • Visit customers & give presentations • Establish new customer contacts • Attend scientific congresses, exhibitions and trade fairs • Organize workshops to provide the company message • Collect customer feedback and relay to marketing and product development • Develop sales plan in cooperation with the management • Execute sales plan for the area • Support Business Development as needed • Closely cooperate with Customer Support Manager • Cooperate with other members of the sales team, forward leads and other relevant information • Report to the management regularly • Maintain the company's CRM system in order to ensure availability of relevant information
Formal	<ul style="list-style-type: none"> • Several years of sales experience in a biotechnology or pharmaceutical corporate environment focusing on diagnostics or related content.

Qualifications:	<ul style="list-style-type: none"> • Proven records of customer acquisition, prospects and customer management • Track record in new product launches • Experience in sales and budget planning • Scientific education with preferred education in Biochemistry, Biology, Chemistry • Be driven by entrepreneurship and high motivation • Team orientation and team spirit • Proven sales performance
Required Knowledge	<ul style="list-style-type: none"> • Up to date knowledge of selling skills and market planning • Very good experience in using the internet • Very good experience in project-management • High communication skills and extroverted behaviour • Excellent analytical skills. • Understanding of customer needs, good judgment and ability to liaise with customers • Scientific background • Excellent analytical skills • Expertise in mass spectrometry is an asset • Experience in biotech or related industries, e.g. CROs, is an advantage • High mobility & excellent English presentation & communication skills.

Please send your application by email to:

Mag. iur. Konrad Grill
 Legal Counsel, HR Manager
 email: konrad.grill@biocrates.com
 tel: +43 512 579 823
 fax: +43 512 579 823 329