



**BIOCRATES Life Sciences AG** – The “Deep Phenotyping” Company, Headquartered in Innsbruck, Austria, is a global leader in the dynamically-growing field of Targeted Metabolomics. Our Standardized, hypothesis-driven and quantitative approaches are making Biocrates’ products ideally suited for high-throughput applications in Epidemiology and Clinical Biomarker Research, among other fields of use.

Our flagship product, the “Absolute/DQ p400HR” Kit, enables researchers to assess a spectrum of processes relevant to systems biology that have been described to play a role in numerous diseases such as Cardiometabolic, Neurological and Oncological disorders.

Besides Metabolomics Kits that are in use in laboratories worldwide, we also operate a contract-research laboratory in our headquarters, serving both academic and commercial partners from around the world.

Are you looking for a job in an international team, and want to contribute to expanding a successful life sciences company by translating technological features into customer benefits? We are expanding our North American team and have the following vacancy:

## Head of Business Development & Sales North America:

### Essential functions:

- Lead and coordinate US/CAN Business Development/Sales and Customer Support team
- Build and grow a sustainable metabolomics kit and service business according to budget plans
- Develop sales plan in cooperation with the management & execute sales plan for the area
- 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
- Promote the scientific approach of BIOCRATES by giving scientific presentations, organizing workshops and negotiating with clients on a scientific basis
- Create and manage relationships with KOL's
- Attend scientific congresses, exhibitions and trade fairs. Collect customer feedback and relay to marketing and product development

### Formal Qualifications:

- PhD level in life science (Biology, Biochemistry or Chemistry) and/or a MBA
- Several years of BD and Team Management experience in a biotechnology or pharmaceutical corporate environment focusing on diagnostics or related content
- Experience in mass spectrometry and analysis of small molecules/metabolites is a plus
- US citizen or valid work permit and minimum 5 years residence in USA

### Required knowledge:

- Driven by entrepreneurship and high motivation

- Team orientation and team spirit
- High mobility and excellent English presentation and communication skills

If you are interested in taking part in this fast-paced cutting-edge field of technology, please send your convincing application to: [career@biocrates.com](mailto:career@biocrates.com)