



## Science is our passion, yours too?

We invite you to join our international team working towards improving healthcare and quality of life through innovative diagnostics and treatments by developing and providing new techniques.

In addition to technical qualifications, we are seeking a candidate with a dynamic personality who can bring new viewpoints and experiences to our team. We value your ability to discover creative and unique solutions to whatever challenges may arise. In return you will find a variety of ways to grow and advance at our company:

**BIOCRATES Life Sciences AG** – “The Deep Phenotyping Company” is a global leader in the rapidly growing field of Targeted Metabolomics. Our standardized, hypothesis-driven, and quantitative approaches are continuing to make Biocrates’ Kit products ideally suited for high-throughput applications in Epidemiology and Clinical Biomarker Research, among many other fields.

In addition to the Metabolomics Kits used in laboratories worldwide, we also operate a contract-research laboratory at our headquarter, serving both academic and commercial partners from around the world.

We are headquartered in the beautiful resort city of Innsbruck, Austria, located in the heart of the Alps.

With 50% women on management level, equal opportunity is more than just a slogan for us. We believe in rewarding proactivity, professionalism, and outstanding ideas and provide a special bonus system for our employees.

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

### Director Business Development (Pharma Europe):

#### Essential functions:

- Build and grow a sustainable metabolomics kit and service business within Pharmaceutical and Biotechnology Industry and CRO 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 headquarter 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
- Attend scientific congresses, exhibitions and trade fairs
- Collect customer feedback and relay to marketing and product development
- Maintain the company’s CRM system in order to ensure availability of relevant information

#### Formal Qualifications:

- PhD level in life science (Biology, Biochemistry or Chemistry)
- Several years of BD experience in a biotechnology or pharmaceutical corporate environment focusing on diagnostics or related content
- Contacts to Pharmaceutical and Biotechnology Industry and CRO’s
- Experience in mass spectrometry and analysis of small molecules/metabolites are a plus

**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 (PDF only) to: [career@biocrates.com](mailto:career@biocrates.com)

To meet Austrian legal requirements, the job offer has to include the absolute minimum gross salary according to the collective agreement which is € 70.000,00 per year. The actual salary will most likely be higher and will be negotiated based on the candidate's qualification and experience.