



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 North American team and have the following vacancy:

Head of Business Development North America:

Essential functions:

- Lead and coordinate US/CAN Business Development/Sales and Customer Support team
- Develop sales plan in cooperation with the management & execute sales plan for the area
- Implement a sales strategy based on corporate strategy, plan and propose sales budget to the management, execute product launches
- Build and grow a sustainable metabolomics kit and service business according to budget plans
- Create and manage relationships with KOL's
- 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

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 are 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 (PDF only) to: career@biocrates.com