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Business Development (BD) Manager Discovery Biology and Translational Medicine Services

About Us

At [PicoImmune \(NanoBiotec LLC\)](#), we believe in the power of science to change lives. PicoImmune is a dynamic and fast-paced CRO company committed to supporting discovery and development of innovative therapeutics for cancer, autoimmune diseases, and other unmet medical needs. Our comprehensive range of highly sensitive, multiplex and reliable bioassays enables simultaneous monitoring of protein and gene changes in limited or precious samples from cells, tissues and patients, thereby accelerating therapeutic development. Our service portfolio encompasses various immunoassays, immune cell functional assays, flow cytometric analysis, high throughput drug screening, proteomic and genomic analysis, spatial-omics, etc.

Position Overview

We are seeking a dynamic and results-oriented Business Development Manager to join our team. The role of the Business Development Manager is crucial in expanding our client base, establishing relationships with key stakeholders, and driving revenue growth. This position offers a unique opportunity to work at the intersection of science and business, contributing to global sales efforts by implementing effective sales and marketing strategies for our world-class discovery and translational biology services. The BD Manager will leverage their expertise in bioscience and business acumen to develop profitable initiatives and drive sales.

Key Responsibilities

- Identify, target, and actively engage prospective clients in the field of life science research.
- Develop and implement strategic marketing plans to establish our brand presence and enhance market penetration.
- Conduct lead generation activities such as data mining, targeted email campaigns, cold calling prospects; participate in vendor shows/conferences; and deliver persuasive sales pitches to meet or exceed sales targets.
- Arrange customer visits for presenting pitch decks; and conduct virtual meetings with clients.
- Provide client services based on a consultative approach backed by strong scientific expertise in order to build trust that leads to successful deal closures.
- Comprehend customers' research applications thoroughly; align our services and products accordingly with their specific project needs.
- Stay updated on customers' status regarding pipeline development, fundings along with industry trends, regulatory guidelines, and emerging technologies; thus, providing consultancy services effectively.
- Prepare and deliver compelling proposals that encompass project scope, timelines, budgets, and terms in alignment with client objectives.



- Conduct and coordinate opportunity assessment, financial justification, due diligence, and transaction design.
- Lead negotiations and contract discussions to secure partnerships and successfully close deals while ensuring mutually beneficial agreements.
- Collect client feedback and insights to continuously enhance services and effectively address client requirements.
- Foster close collaboration with internal teams, including scientific experts, project managers, and operations, to ensure seamless project execution and utmost client satisfaction.
- Stay updated on internal trainings regarding services and technologies while providing mentorship to new team members as necessary.
- Maintain accurate records of all sales activities, including client interactions, proposals, progress in the sales funnel, and information on leads/prospects/contacts/customers.
- Generate regular reports to track and measure performance against targets.
- Provide innovative ideas to support the preparation of marketing materials, social media content, website updates, etc.

Requirements

The ideal candidate should possess a Master's degree or higher in scientific disciplines, preferably in business or life sciences. A Bachelor's degree with at least 2 years of laboratory experience or working at a preclinical or discovery CRO will also be considered. Having an MBA qualification is advantageous.

- Demonstrated success in business development and sales, with a minimum of 2-3 years of experience in the CRO or pharmaceutical industry.
- Relevant sales experience required (2-5 years) and a high level of technical and professional expertise.
- Good understanding of the biopharmaceutical discovery and CRO market.
- Ability to thrive in multicultural environments.
- Proficiency in working within fast-paced and challenging environments, managing multiple projects simultaneously while meeting deadlines.
- Ability to forecast weekly sales accurately.
- Collaborative team player with strong analytical and time management skills.
- Proven track record in cold-calling, cold-visiting, and generating new leads from scratch.
- Exceptional interpersonal, communication, and negotiation skills.
- Self-motivated and results-oriented individual who consistently exceeds sales targets.
- Strategic thinker with an acute ability to identify and capitalize on market opportunities.
- Willingness to travel as necessary for client meetings and industry events.