



## **Job Description – International Business Development Manager (Director)**

In an expanded function, this life sciences leader(s) will build on a growing line of business for Idience by leveraging the company's multiple high complexity laboratory and bioinformatics platform capabilities to cultivate relationships and develop business contracts with pharmaceutical and biotechnology clients internationally.

We seek experienced sales / business development professionals who bring extensive experience selling into pharmaceutical organizational structures, and maintaining and creating relationships across a variety of life science companies. The incumbent will understand the unique capabilities of Idience, and will position those capabilities to address real-world needs for decision-makers within pharma and biotech in their efforts to enhance research and development activities, identify novel targets, expand existing indications, improve commercial efficiency, and accelerate clinical trial accrual and success.

This person will:

- With leadership and capability to increase emphasis and resources dedicated to sales / business development activities targeting life sciences companies.
- Brings substantial knowledge of pharmaceutical research, development, commercialization and clinical trial processes and requirements, along with a substantial set of pharmaceutical industry business contacts to build a robust business channel.
- Works internally with the company's scientific and medical leadership to define and package the services and information products that could be made available to the life sciences industry, then will position those laboratory and bioinformatics service capabilities and data sets for deal terms that account for the precious, highly valuable commercial and scientific insights they will provide.
- Brings a substantial sales track record and expertise in targeting pharmaceutical institutions to lead the full spectrum of contracting efforts with life sciences partners.
- Drives customer outreach through multi-tier/constituent sales development and ultimately contract negotiation efforts.
- Internally leverage the extensive cross-functional capabilities of the company's scientific leadership, laboratory capabilities, bioinformatics, information technology, legal, medical affairs and related resources to define and execute the contracts.

Preferred Qualifications:

- MBA and/or MD or PhD. strongly preferred; will consider relevant bachelor's degree and life science experience at strategy consulting or investment banking
- Proven sales/business development track record making complex institutional or capital sales into pharmaceutical clients- (experience selling oncology services/products, commercial lab services, complex bioinformatics / data, and/or clinical trial enrollment related products / services to pharma and biotech is a plus)

- Extensive knowledge of the research and development business processes within pharma with clarity about prioritized targets, call points, internal decision-maker constituents and related insights
- Track record of contributing to product development processes
- Institutional sales knowledge (contracting, multi-tier / multi-constituent decision making, etc.)
- Exceptional business and interpersonal skills
- Project management orientation, which will be extensively leveraged as the selected incumbent assesses client requirements and drives internal efforts to match Idience capabilities responsive to those requirements
- Entrepreneurial orientation characterized by pragmatism, self-determination, high intellect and an agile, flexible behavior style
- Prior experience leading successful sales and support professionals as we anticipate this position will hire and create a team as the channel is successfully developed

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