



Science is our passion, is it yours?

We invite you to join our international team working towards improving healthcare and quality of life through innovations in clinical research, diagnostics and treatments by developing and providing new research technologies.

We are expanding our NA team and we have an opening for a business development manager in the Western United States. In addition to technical qualifications, we are seeking US based candidates with a dynamic personality who can bring diverse 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 field of Targeted Metabolomics. Our standardized, hypothesis-driven, and quantitative approaches make Biocrates’ products and services best suited for high-throughput applications in Epidemiology, Clinical Biomarker Research, Nutrition and Microbiomics among many other fields. In addition to the targeted metabolomics kits, we also operate a contract-research laboratory at our headquarters in Innsbruck, Austria, serving both academic and commercial partners globally.

The following vacancy reporting to the NA Head of Operations is currently available:

Business Development Manager (Western USA)

Essential functions:

- Build and grow a sustainable metabolomics kit and service business according to sales plans
- Manage existing business and customer relationships while building a new business pipeline.
- Execute a sales strategy based on corporate and regional strategies.
- Promote the scientific approach of BIOCRRATES 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:

- Master or PhD in life science (Biology, Chemistry or Biochemistry)
- Experience in mass spectrometry and/or analysis of small molecules/metabolites is required.
- Two or more years of BD or Sales experience in a biotechnology or pharmaceutical corporate environment.
- US citizen or valid work permit in the USA

Required knowledge:

- Driven by entrepreneurship and high motivation
- Team orientation and team spirit
- Excellent English presentation and communication skills
- Ability and willingness to travel within western part of the United States
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If you are interested in taking part in this fast-paced cutting-edge field of technology, please send your convincing application to:

Fadi.Abd@biocrates.com