

At biocrates, our mission is to make metabolomics accessible to facilitate breakthroughs in biomedical research. With our pioneering phenotyping products and services, we are changing the way health is measured. We help scientists and researchers gather new insights about disease prevention, laying the foundations for modern personalized medicine.

If that excites you as much as it excites us, consider joining our team. To strengthen our team in North America, we are looking for full-time:

Business development manager

What you'll be doing

- Build and grow a sustainable business for a diverse range of metabolomics products and services
- Develop and execute on a regional sales plan to academic, governmental and industry customers, based on defined corporate strategy
- Manage existing and build new relationships with customers and key opinion leaders
- Use scientific selling through presentations, workshops, and sales negotiations
- Attend scientific congresses, exhibitions, and trade fairs
- Collect and relay customer feedback and market trends to marketing and product development teams

Does this sound like you?

- You hold a master's or PhD degree in a life science discipline (Biology, Chemistry or Biochemistry)
- You have two or more years of business development experience in a biotechnology or pharmaceutical corporate environment focusing on clinical, diagnostics or a related field
- Your work style is structured, and data driven with the ability to work under ambitious timelines
- You have experience in mass spectrometry and analysis of small molecules/metabolites
- You are a US citizen or have a valid work permit in the USA

Soft skills

- Driven by entrepreneurship and high motivation
- Collaborative and team oriented
- Excellent English presentation and communication skills
- Ability to travel within assigned region in NA

We offer you

- Collaboration in a dynamic team with a global market leader in metabolomics
- Support in your own journey through appreciation, trust, and growth opportunities
- Welcoming working atmosphere with an open-door policy

About biocrates life sciences ag

biocrates, based in Innsbruck, Austria, is a global leader in metabolomics. Our technology is used in laboratories around the world. We work closely with customers to and interpret metabolomics data. You can find out more about us and our products at biocrates.com or on [LinkedIn](https://www.linkedin.com/company/biocrates).

Ready to apply?

We look forward to receiving your application at the following [link](#) or at career@biocrates.com.