

About ProBio

GenScript Biotech is the world leader in biotechnology industry, with an open platform for pre-clinical discovery, clinical development, and clinical and commercial manufacturing. As a public company (HK Stock: 01548), our mission is to make human and nature healthier through biotechnology. Established in 2002, the company headquarter is located in Nanjing, China, with production and development sites in Nanjing and Zhenjiang in China, and in New Jersey, United States. There are also R&D center in Ireland, logistics center in Netherland, and branch in Japan. With these facilities, we have been serving clients in more than 100 countries, with 200,000+ customers around the world for more than 16 years. For more details, please refer to our website www.genscript.com

About GenScript

GenScript Biotech Corporation (Stock Code: 1548.HK) is a global biotechnology group. Founded in 2002, GenScript has an established global presence across North America, Europe, the Greater China, and Asia Pacific. GenScript's businesses encompass four major categories based on its leading gene synthesis technology, including operation as a Life Science CRO, enzyme and synthetic biology products, biologics development and manufacturing, and cell therapy. GenScript is committed to striving towards its vision of being the most reliable biotech company in the world to make humans and nature healthier through biotechnology.

Position Information	
Position Title:	Global Commercial Head
Work Location:	Home Based / Remote Work
Travel Requirement	Three months in China every year
Employment Status:	Full-time permanent
Reports to:	CEO, ProBio
Direct Reports (#/level):	To be decided
Language:	English

Position Overview
<p>The Global Commercial Head is responsible for shaping ProBio's overall business strategy in both short and long term to assure the achievement of financial goal around the globe. This position will lead ProBio commercial departments, including Business Development, Technical Support, and Marketing to identify the business strategy and develop new business opportunities as well as the subsequent customer relationship management for long-term business.</p> <p>Key Responsibilities:</p> <p><u>Goal</u></p> <ul style="list-style-type: none"> Develop sound strategy in marketing and sales to achieve organizational goal.

- Supervise the business development activities and oversee the effective execution to achieve financial goal around the globe.

Expertise

- Advise in the opportunity assessment, financial justification, due diligence, transaction design, contract negotiation, and completion of the deals, including but not limited to strategic partnership, out-licensing, co-development.
- Take the lead in strategic accounts management and strategic deal making.
- Design and implement guidelines and work flows for business development activities.
- Cultivate and maintain effective business network with executive decision makers in key accounts and key partners in biopharma industry.
- Oversee marketing team and help to develop short and long-term marketing strategy.

Leadership

- Evaluate performance of team members. Provide feedback, support and coaching to the team with a systematic training program.

Qualifications

- MBA or advanced degrees in business related major.
- Excellent language skill in both Chinese and English.
- >8 years of experience of leading business development function in pharmaceutical or CRO/CDMO with proven track record of closing big deals. Experienced in managing international teams.
- Thorough understanding of biopharmaceutical industry and sensitive to new technology.
- Exceptional awareness of the biopharmaceutical ecosystem and deal-making landscape.
- Demonstrated management experience, including but not limited to recruiting, coaching, and managing team with multicultural background
- Ability of working in a fast paced and challenging environment with the ability to handle multiple projects simultaneously and meet deadlines.
- Strong solutions selling, consultative, presentation and persuasion skills is a plus.

Job title is subject to change based on candidate experience.

GenScript USA Inc. is a proud equal opportunity/affirmative action employer committed to attracting, retaining, and maximizing the performance of a diverse and inclusive workforce. It is GenScript’s policy to ensure equal employment opportunity without discrimination or harassment based on race, color, religion, sex (including pregnancy, childbirth, or related medical conditions), sexual orientation, gender identity or expression, age, disability, national origin, marital or domestic/civil partnership status, genetic information, citizenship status, uniformed service member or veteran status, or any other characteristic protected by law. GenScript USA Inc. maintains a drug-free workplace.

Please send inquiry with Job Code identity to:

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