

Company:

ParityBit Technologies (<https://www.paritybit.ai/>) is a post series B+ high tech international company with headquarter in Singapore. We are dedicated in providing data connectivity and AI solutions for healthcare, scientific research, marketing, finance and other industries.

ParityBit's mission is to **enable data collaborations and data value sharing** cross organizations with data-native technologies. Our flagship data platform features series of Privacy Enhanced Computation (PEC) technology stacks including federated learning, security sandbox, Trusted Execution Environment (TEE), MPC, and homomorphic encryption, which enable multiple organizations to harmonize, process, explore and collaborate on cross-domain, multi-modal and heterogeneous data with full data privacy protection and access control. The platform has been used to host and share large scale data sets for organizations worldwide.

With instances of the deployed platforms, we further build the Internet of Data and Computing (IoDC). IoDC is the network that connects and harnesses data sources, compute resources and intelligence (algorithms). IoDC hosts an ecosystem for data value realization, where **data owners, consumers and service providers can find each other and collaborate, while rest assured their data and IP assets are fully protected.** We help our customers navigate and excel in data-driven commercial applications, unleash data value and achieve data liquidity.

ParityBit has also developed a wide range of AI products powered by cutting-edge deep learning technologies that provide genomics analysis, clinical decision support, and medical insurance fraud detection, etc. These products have been deployed and adopted in top-notch hospitals, pharmaceutical companies, biotech and city data hubs to support everyday practice for physicians, researchers, and data scientists.

ParityBit is young, full of energy and possibilities while the team is composed of seasoned software engineers, machine learning experts, bioinformaticians, as well as domain experts from industries.

Position:

- Business Development Director (more senior positions are available)
- Locations include San Francisco Bay Area and Boston

Roles and Responsibilities:

You will be responsible for the business development and strategic partnership of ParityBit's data cloud platform, a SaaS product.

Externally, you will be identifying potential customers in the life science, health care, and pharmaceutical industries, building customer use cases, and developing data collaboration solutions with the customers using our technologies. Example: you may be working with a Real World Study provider, help them formulate a solution where they can share data insight with their customers (pharmas), while at the same time protect their raw data.

Internally, you will work closely with company co-founders and senior executives, as well as working with business development, sales and product teams to research market and secure opportunities.

Qualifications

- At least 3 years of experience in management, business development, program management, sales or start-up environment
- At least 3 years of professional experience strategizing and managing external partnerships, including but not limited to organizations in precision medicine, life science, and pharmaceutical industries. Startup incubators/accelerators experience preferred.
- Able to build positive business relationships and work collaboratively across organizational boundaries
- Able to engage directly with clients. Manage senior executive clients.
- Able to pick up new industries, new technologies and learn quickly
- Able to work with team: Communicate with cross functional teams internally (Sales team, Product Team, Technology Teams)
- Able to work independently and remotely to drive projects forward
- Native English speaker preferred

We offer:

- Competitive remuneration package and attractive benefits with stock options of a promising start-up, and discretionary bonus
- International, friendly working environment.
- Flat management structure with open communication across departments.

Contact:

- Justin.cao@paritybit.ai