1. Director of Business Development

Asymchem Group Boston, MA

**Job Description**

1. Adequately knowledge of company’s platform technologies, clearly articulate company’s capabilities, and platform technologies to prospective customers, develop new customers in defined region and achieve sales target.

2. Participate/Lead the overall process for: Proposal generation; Responding to requests for information (RFI) or proposal (RFP); Contract negotiation (MSA); Provide voice of the customer to management with oral and written reports on customer needs, problems, interests, competitive activities, and potential for new business opportunities.

3. Execute business development strategy to identify and target potential new clients through effective marketing, revenue, and literature analyses as well as utilization of existing networks.

4. Work with existing clients to maintain relationships and understand long term manufacturing strategies to ensure repeat business.

5. Attend and actively participate in industry tradeshows, conferences, networking events, and client on-site and off-site meetings, publicize company’s capabilities and expand Asymchem’s CDMO brand awareness.

6. Key BD liaison along with technical team during trouble shooting, create business solutions.

**Education/Experience**

1. Minimum Bachelor’s degree in Life Science fields, MBA, M.S., or PhD from Life Science fields a plus.

2. 3 - 5 years of business development/sales experience in the CRO/CDMO, Pharma & Biotech services or related health care industries with an existing customer network.

3. Experience/understanding of innovative drug development process, the proposal development process, business quotes, budgeting, and managing to defined timelines.

4. Ability adapt to biotech that do not have large organizations to provide value added solutions to meet customer wherever they are in their organization evolution.

5. High aptitude to learn technical and scientific information.

**Physical Requirements**

Must be willing to travel as necessary (about 50%)

**Benefits ：**

• Health Insurance

• Dental Insurance

• Vision Insurance

• Group life, Long-term and Short-term Disabilities

• 401(k)-with Employer Matching

• Paid holidays

• Paid vacation and sick leave

1. Associate Scientist/Senior Associate Scientist, Process Chemistry

Asymchem Group Boston, MA

Asymchem is a leading global integrated Contract Development and Manufacturing Organization (CDMO) providing innovative drug R&D and manufacturing services to the pharmaceutical and biotechnology industries.

Asymchem Boston R&D Center is seeking highly self-motivated candidates for Associate Scientist/Senior Associate Scientist, Process Research and Development of small molecule. This is a laboratory-based position and the Associate Scientist/Senior Associate Scientist is responsible for synthesis, purification, and identification of chemical intermediates and target compounds.

Key Responsibilities:

Synthesize the known compounds efficiently using literature or in-house procedures, or procedures from the clients' technical package.

Synthesize the new compounds by making appropriate modifications of known procedures under supervisory instruction.

Purify and isolate the target compounds to an appropriate degree using a variety of techniques, which include chromatographic, crystallization/re-slurry, and distillation methods.

Analyze and help identify the compounds using a range of modern separation and spectroscopic techniques. This will include interpretation of TLC, HPLC, GC, IR, and NMR spectra of moderate complexity.

Modify the reaction conditions to improve the purity and yields/output under appropriate supervisory direction.

Develop solutions to routine technical problems of limited scope.

Contribute to the completion of routine technical tasks.

Perform scale-up experiments under appropriate supervisory direction.

Must be able to work in a team environment.

Manage workload and time effectively to achieve high performance in multiple projects andcomplete the tasks/experiments outlined by the supervisor.

Document experiments and data and ensure all necessary paperwork is completed on a timely basis.

Perform laboratory operations in a safe manner.

Keep abreast of the Chemical Hygiene Plan.

Follow responsible actions for chemical disposal.

Maintain compliance with all regulations at the federal, state, and local levels.

Contribute and participate in setting up the process chemistry laboratory of Asymchem Boston’s new R&D center.

Contribute and participate in general laboratory maintenance activities.

Perform miscellaneous job-related duties as may be reasonably assigned.

Job Qualifications

Bachelor’s or Master’s Degree with major in chemistry or in a relevant field of science.

Has a good foundation in general scientific practice and the principles and concepts of a relevant scientific field of study.

Ability to effectively communicate (oral and written) with supervisor and project team members.

Motivated, detail-oriented, and quick learner.

Solid working knowledge of synthetic organic chemistry principles is desirable.

Benefits：

• Health Insurance

• Dental Insurance

• Vision Insurance

• Group life, Long-term and Short-term Disabilities

• 401(k)-with Employer Matching

• Paid holidays

• Paid vacation and sick leave

1. Associate Scientist/Senior Associate Scientist, Analytical

Asymchem Group Boston, MA

Asymchem is a leading global integrated Contract Development and Manufacturing Organization (CDMO) providing innovative drug R&D and manufacturing services to the pharmaceutical and biotechnology industries.

Asymchem Boston R&D Center is seeking highly self-motivated candidates for Associate Scientist/Senior Associate Scientist, analytical. This is a laboratory-based position, and the Associate Scientist/Senior Associate Scientist is responsible for performing analytical experiment and test, and communicating results and issues within the projects and the organization effectively.

Key Responsibilities:

Conducting experiments in lab, record experiment result and data following SOP, troubleshooting technical problems.

Performing analytical experiment and test for drug substance (and/or intermediates) and drug product using techniques including but not limited to HPLC, UPLC, LCMS, Karl Fisher, dissolution, solid state characterization, IR, and GC.

Support on-the-job training.

Conduct laboratory operations following safety and chemical hygiene plan. Follow responsible actions regarding chemical handling, storage and disposal.

Job Qualifications

Bachelor’s or Master’s Degree with major in chemistry or in a relevant field of science.

Has a good foundation in general scientific practice and the principles and concepts of a relevant scientific field of study.

Ability to effectively communicate (oral and written) with supervisor and project team members.

Motivated, detail-oriented, and quick learner.

Solid working knowledge of analytical is desirable.

Benefits ：

• Health Insurance

• Dental Insurance

• Vision Insurance

• Group life, Long-term and Short-term Disabilities

• 401(k)-with Employer Matching

• Paid holidays

• Paid vacation and sick leave

1. Sr. Scientist/Scientist, Analytical

Asymchem Group Boston, MA

Asymchem is a leading global integrated Contract Development and Manufacturing Organization (CDMO) providing innovative drug R&D and manufacturing services to the pharmaceutical and biotechnology industries.

Asymchem Boston R&D Center is seeking highly self-motivated candidates for Sr. Scientist/Scientist, analytical. This is a laboratory-based position, and the Sr. Scientist/Scientist is responsible for performing an experimental program productively and communicating results and issues within the projects and the organization effectively. The successful candidate will possess knowledge of analytical science to support both drug substance and drug product development.

Key Responsibilities:

Conducting experiments in lab, summarizing data in reports, troubleshooting technical problems.

Provide analytical method development for drug substance (and/or intermediates) and drug product using techniques including but not limited to HPLC, UPLC, LCMS, Karl Fisher, dissolution, solid state characterization, IR, and GC.

Draft analytical reports, protocols to ensure consistent high quality.

Support on-the-job training.

Conduct laboratory operations following safety and chemical hygiene plan. Follow responsible actions regarding chemical handling, storage and disposal.

Job Qualifications

Ph.D. (or Postdoc) in organic chemistry with 0-4 years of relevant industrial experience.

OR Master’s Degree in chemistry with 3-8 years of relevant industrial experience.

Prior industry experience working on analytical method development for drug substance and/or drug product is required.

Experience and knowledge of GMP compliance and ICH quality guidelines is a plus.

Ability to plan, organize and manage project is a plus.

Excellent oral and written communication skills for effectively communication internally and externally.

Must be able to work in a team environment; support on-the-job training to laboratory personnel.

Benefits ：

• Health Insurance

• Dental Insurance

• Vision Insurance

• Group life, Long-term and Short-term Disabilities

• 401(k)-with Employer Matching

• Paid holidays

• Paid vacation and sick leave

1. Principal Analytical Scientist

Asymchem Group

Asymchem is a leading global integrated Contract Development and Manufacturing Organization (CDMO) providing innovative drug R&D and manufacturing services to the pharmaceutical and biotechnology industries. We commit to excellence and a customer focused attitude is everything. We pursue excellence because our work has the power to improve patients’ lives with the pharmaceuticals we develop and manufacture.

Asymchem Boston R&D Center is seeking highly self-motivated candidates for Principal Scientist, Analytical. The successful candidate will possess an in-depth knowledge of analytical science to support both drug substance and drug product development. The Principal Scientist is responsible for performing an experimental program productively; communicating results and issues within the projects and the organization effectively; and leading a team of professional chemists.

Key Responsibilities:

Lead development project including assigning duties to junior staff, summarizing data in reports, troubleshooting technical problems, leading client meetings, and achieving timelines and budgets.

Provide analytical method development for drug substance (and/or intermediates) and drug product using techniques including but not limited to HPLC, UPLC, LCMS, Karl Fisher, dissolution, solid state characterization, IR, and GC.

Phase appropriate development, pre-qualification, and tech-transfer of analytical methods for starting materials, in-process control, DS and DP testing to manufacture team.

Author, review analytical reports, protocols to ensure consistent high quality.

Supervise the work of scientists assigned. This includes the responsibility for the appropriate motivation, education, efficiency, evaluation, and productivity of the scientists. Conduct performance reviews. Ensure employees have access to tools and information for career development opportunities and actively participates in employee growth and development. Plan and deliver on-the-job training.

Conduct laboratory operations following safety and chemical hygiene plan. Follow responsible actions regarding chemical handling, storage and disposal.

Job Qualifications

Ph.D. (or Postdoc) in relevant field of science with 5+ years of relevant industrial experience.

OR Master’s Degree in chemistry with 8+ years of relevant industrial experience.

Prior industry experience working on analytical method development for drug substance and/or drug product is required.

Experience and knowledge of GMP compliance and ICH quality guidelines is highly desirable.

Ability to independently plan, organize and manage project.

Technical writing for regulatory dossiers (IND, IMPD, NDA, DMF etc.) is a plus.

Experience in managing scientific staff is a plus.

Excellent oral and written communication skills for effectively communication internally and externally.

Must be able to work in a team environment; provide training and guidance to laboratory personnel.

Benefits :

• Health Insurance

• Dental Insurance

• Vision Insurance

• Group life, Long-term and Short-term Disabilities

• 401(k)-with Employer Matching

• Paid holidays

6. Senior Scientist/Principal Scientist, Process Chemistry

Asymchem Group Boston, MA

Apply

Asymchem Group

Senior Scientist/Principal Scientist, Process Chemistry

Asymchem Group Boston, MA

3 weeks ago 142 applicants

See who Asymchem Group has hired for this role

Apply

Save

Direct message the job poster from Asymchem Group

Cuihong Hu

Cuihong Hu

Overseas HRBP

Asymchem is a leading global integrated Contract Development and Manufacturing Organization (CDMO) providing innovative drug R&D and manufacturing services to the pharmaceutical and biotechnology industries.

Asymchem Boston R&D Center is seeking highly self-motivated candidates for Senior Scientist/Principal Scientist, Process Research and Development of small molecule. The successful candidate will possess an in-depth knowledge of process chemistry skills for the development of synthetic routes and delivering drug substance under tight timelines. The Senior Scientist/Principal Scientist is responsible for performing an experimental program productively; communicating results and issues within the projects and the organization effectively; and leading a team of professional chemists.

Key Responsibilities:

· Lead development projects including assignment of duties to junior staff, summarizing/interpreting data, solving technical problems, leading client meetings and achieving timelines and budgets.

· Effectively communicate own and team’s work. Effectively deliver project updates to the clients and the organization in oral or/and written forms.

· Demonstrate independent thinking by proposing and implementing new experimental designs and concepts; plan and perform laboratory experiments independently.

· Develop robust processes for the targe molecule which ensure safe, reproducible, and scalable manufacturing in large scale equipment.

· Solve the more complicated chemistry problems and troubleshoot the process issues.

· Display expertise in modern analytical techniques, such as HPLC, GC, NMR, MS, XRPD and the purification of organic compounds.

· Understand the concepts of reaction kinetics, design of experiments, solubility and crystallization, mass transfer, heat transfer and process safety.

· Keep abreast of relevant literature and maintain a high level of expertise in own field. Understand and manage IP position for a project.

· Identify new technologies and execute implementation to improve productivity and work processes.

· Will contribute directly to technology transfer to internal sites. Collaborate with scientists within and outside functional area to achieve team goals.

· Supervise the work of scientists assigned. This includes the responsibility for the appropriate motivating, coaching, mentoring, training, supervising, and developing the assigned staff. Conduct performance reviews and is responsible for the productivity of the scientists. Ensure employees have access to tools and information for career development opportunities and actively participates in employee growth and development. Plan and deliver on-the-job training.

· Perform laboratory operations in a safe manner. Ensure process safety guidelines are followed when conducting scale-up experiments. Keep abreast of the Chemical Hygiene Plan. Follow responsible actions for chemical disposal. Maintain compliance with all regulations at the federal, state, and local levels.

· Contribute and participate in setting up the process chemistry laboratory of Asymchem Boston’s new R&D center.

· Conduct other related duties as may be reasonably assigned.

Job Qualifications

· Ph.D. (or Postdoc) in organic chemistry with 2+ years of experience in process development, tech transfer and/or manufacturing in pharmaceutical companies or CRO/CDMOs or other relevant industries.

OR

· Master’s Degree in chemistry with 7+ years of experience in process development, tech transfer and/or manufacturing in pharmaceutical companies or CRO/CDMOs or other relevant industries.

· Experience of process research and development with demonstrated success in scaling processes.

· Ability to communicate effectively both in verbal and written forms.

· Must be able to work in a team environment; provide training and guidance to laboratory personnel.

· Excellent planning and organizational skills and the ability of multi-tasking and prioritizing in a highly dynamic environment.

· Experience and knowledge of GMP compliance and ICH quality guidelines is highly desirable.

· Previous supervisory experience is desirable.

Benefits：

• Health Insurance

• Dental Insurance

• Vision Insurance

• Group life, Long-term and Short-term Disabilities

• 401(k)-with Employer Matching

• Paid holidays

• Paid vacation and sick leave