

**Job Title**

Head of Business Development in U.S., Innoforce mRNA and Cell & Gene CDMO Solutions

**The Role**
Innoforce is seeking a highly motivated, experienced leader to spearhead establishing a world class Business Development/Sales organization covering the U.S. market for a newly established mRNA and cell & gene therapy focused contract development & manufacturing (CDMO) business. With aspirations to be a market leader, the company has scaled to meet end to end needs of prospective mRNA and cell & gene therapy focused clients including process development & analytical/quality control testing, early- to late-stage clinical products, and commercial ready drug substance and drug product supplies. As such, this this a uniquely exciting opportunity to be a part of building a commercial organization including the team, business processes, and culture as well as to substantially contribute to the growth of a start-up business. The role will have primary responsibility to lead Business Development in U.S. and interim responsibility for global Business Development.

**About Innoforce**

Innoforce is a partnership-focused biopharmaceutical company established in 2018 to enable and accelerate the innovation of breakthrough medicines. The company is building world-class biopharmaceutical manufacturing and development capabilities to serve global markets at our campus in Hangzhou, China, and offices in Rockville, Maryland. Innoforce offers end-to-end CDMO services for mRNA and cell & gene therapy medicines. We have initiated GMP manufacturing of plasmid DNA, mRNA, viral vector, and cell products while Innoforce’s process & analytical development labs opened for service in August 2021. In addition, through a joint venture with a leading international pharmaceutical solutions provider, the company will offer CDMO services for antibody and protein drugs. Innoforce’s enabling capabilities for incubating and developing mRNA, cell, gene, and advanced biological therapies can support partners and portfolio companies to rapidly and efficiently bring cutting-edge treatments that impact patients' lives worldwide.

**Job Responsibilities**

* Lead all business development (BD) efforts to achieve annual sales and revenue targets for the Innoforce mRNA, and Cell & Gene Solutions CDMO business in U.S.; Initial scope to include leading global BD until Innoforce establishes a team for other ex-China regions
* Build, coach, manage, train, and motivate the business development team for mRNA and Cell & Gene Solutions China
* Achieve annual sales, revenue, and funnel targets to ensure continued growth.
* Work with technical operations to oversee negotiation and closure of customer contracts.
* Partner closely with marketing to define and implement marketing strategies to drive growth in new business funnel.
* Act as a relationship manager for key customers in partnership with Innoforce’s leadership team members
* Develop and maintain business relationships at all levels to ensure the continued growth of mRNA and Cell & Gene Solutions book of business
* Participates in sales meetings, tradeshows and partnering events.
* Utilize the database to input and provide information that will increase effectiveness and aid sales.
* Work with Operations, Quality and Project Management with understanding project requirements so that an accurate and timely quotation can be prepared.
* Negotiation of CDAs, quotations, and MSAs (Master Service Agreements).

**The Candidate**

* BA/BS/PhD degree in a Life Sciences discipline
* Location requirement: US.
* Existing knowledge of the development & production of mRNA and Cell & Gene Therapy medicines & the industry is strongly preferred; Must have strong Biologics knowledge (biologics R&D and bioprocessing) if no CGT experience
* 8+ years’ relevant experience in sales and other roles with transferrable skills for the Head of BD in U.S.; experience in an executive level Business Development role with demonstrated track record of success driving achievement of revenue growth targets & ensuring customer satisfaction is strongly preferred.
* Previous experience with a CDMO organization preferred
* Outstanding ability to build key customer relationships with the ability to educate and demonstrate technical value propositions to promote the company’s service offering
* Drive for excellence and results, ability to work in a fast-paced environment; entrepreneurial business
* High aptitude to learn technical and scientific information, Detail oriented.
* Must be willing and able to travel up to 50% of their time
* Ability to work independently, within prescribed guidelines, and as a team member
* Ability to recognize the needs of the customer and collaborate with the clinical areas to develop proposals that exceed customer expectations
* Reliable, highly-motivated, well-organized, results-oriented, and customer-focused
* Strong negotiation and persuasion skills
* An established network of contacts within the global biotech industry (preferred)

Contact: Min Zhu (min.zhu@innoforcepharma.com, wechat: mzhu60)