

Job Title: Business Development Manager (Enzyme Products for Cell and Gene Therapy)

Job Description:

We are seeking a highly motivated and experienced Business Development Manager to lead our efforts in promoting and selling our enzyme products for cell and gene therapy. The ideal candidate will have an advanced degree in biochemistry or immunology, with 2-8 years of working experience in gene editing and gene therapy biotech companies. This position will require a deep understanding of the industry, including the key players, competitive landscape, and emerging trends.

Key Responsibilities:

- Develop and execute strategies for identifying and pursuing new business opportunities with key players in the cell and gene therapy industry
- Build and maintain strong relationships with customers, partners, and key opinion leaders in the field
- Conduct market analysis to identify emerging trends, competitive threats, and opportunities for growth
- Provide input on product development strategies and collaborate closely with R&D teams to ensure that our products meet the needs of our customers
- Negotiate and close deals with customers and partners, including licensing agreements and collaborations
- Represent the company at industry events and conferences

Qualifications:

- Advanced degree (Ph.D. preferred) in biochemistry, immunology, or a related field
- 2-8 years of working experience in gene editing and gene therapy biotech companies
- Strong technical background and understanding of the cell and gene therapy industry
- Proven track record of successful business development and sales experience
- Excellent communication and interpersonal skills, with the ability to build strong relationships with customers, partners, and key opinion leaders
- Strong analytical and strategic thinking skills
- Ability to work independently and as part of a cross-functional team
- Willingness to travel as needed

If you have a technical background and are interested in transitioning to a business development role in the cell and gene therapy industry, we encourage you to apply. This is an exciting opportunity to join a dynamic and growing company that is at the forefront of innovation in this field.