# Job Description

**Sanyou Biopharmaceuticals Co., Ltd.**

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| **Job-Title** | **Overseas Business Development Manager** |
| About the job | Sanyou Biopharmaceuticals Co., Ltd. is a world-leading high-tech biotechnology enterprise focusing on R&D and services of innovative biological drugs. Sanyou is committed to establishing an internationally leading high-quality, high-throughput, and integrated R&D and value transformation platform for innovative biological drugs, constructing a business ecosystem including therapy, R&D, and diagnostic products and services, and cooperating with global biopharmaceutical, diagnostic, and drug R&D companies to make new progress in the diagnosis and treatment of human diseases.  At Sanyou Bio you will have the best opportunity to learn and utilize scientific and business knowledge in immunology, oncology, molecular biology, animal models, genetic engineering, preclinical pharmacology, therapeutic antibody discovery, and more.  We take the initiative to empower our employees by providing systematic training program 、1-on-1 mentorship and dual-career paths.  The biggest advantage of working at Sanyou Bio is that you will have the perfect combination of your capabilities with the application of life science technology in the industry in your career development. This will enable you to grow with the Company/ Sanyou Bio brand with confidence and strength.  We invite you to work with us for the discovery of innovative biologic drugs, the diagnosis and treatment of unmet medical needs.  Roles and responsibilities:  • Actively reach out to prospective customers, explore business opportunities, manage negotiations, and secure contracts.  • Attend trade shows/relevant conferences.  • Support Marketing Team in branding and building awareness in the marketplace. |

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| Preferred Work Experience | * At least 1 year and above of sales or marketing experience in the CRO industry. * Experience in independently developing markets and managing key accounts. * Experience in biological drug development or production. * Familiar with the process of antibody biological drug discovery. |
| Physical and Mental Requirements | * 50% of business travel which entails exhibitions (setting company exhibition booth with the BD team members) * Flexible working hours as meeting with teams from different time zones is pre-requisite |
| Knowledge | * Background in molecular biology or antibody drug development. |
| Skill | * Sales, Communication, Business Negotiation, Influence. * Can use both English and Mandarin as working languages. |
| Education | * Master's Degree or Doctoral degree in Immunology or Antibody or Life Sciences. |