



## DIRECTOR OF BUSINESS DEVELOPMENT (US, EAST COAST) DRUG DISCOVERY SERVICES (M/F/D)

**Proteros** is a privately held early-stage services provider in structure-based drug discovery with a cutting-edge discovery engine tailored to unlock even the most technically challenging targets. Proteros' work is built on scientific excellence and supports its clients to reach the right results and accelerate their overall research timelines. Proteros supports most of the world's 20 largest pharma companies and more than 250 pharmaceutical and biotech partners in the US, Europe and Japan.

We are looking for a Director of Business Development to help grow Proteros' business in the east coast. The position is home-based preferably in the Greater Boston Area. This position offers the chance to work in a fast-paced scientific organization, with the purpose to "Reach Right Faster" and dedicated to bringing medicines to patients.

### YOUR RESPONSIBILITIES

- Represent Proteros' drug discovery solutions in the US East Coast. This position will work collaboratively with the scientific engagement and R&D teams in Munich, Germany and the rest of the North America Field Sales and Inside Sales teams.
- Drive towards achieving/exceeding assigned quarterly and annual sales targets.
- Identify new potential business prospects in assigned region across Pharma, Biotech, VC, Non-profits, research institutes, and agrochemical segments.
- Identify/contact/nurture key decision makers at prospect and existing accounts and facilitate meetings with the scientific teams and senior leadership as required. This role will collaborate extensively with our scientific engagement/product development teams in engaging with clients in a consultative approach.
- In both existing and new accounts utilize strong sales skills throughout the sales cycle to understand client needs, identify opportunities, coordinate scientific presentations, work with proposal team to share client-facing proposal, close deal, and help successfully start projects.
- Utilize strong interpersonal skills to negotiate contracts and/or proposals and build long-term relationships with both clients and internal partners (scientific, finance, legal, project management etc.).
- Help grow business in existing accounts, especially help *grow named Key accounts (Key Account Management)*.
- Travel within the assigned territory to develop and grow customer relationships.
- Work with Inside Sales to drive effective prospecting of new clients
- Using CRM, maintain up to date sales information, visit reports, forecasts/pipelines, report individual sales results and analysis/interpretation of sales trends.
- Gather and present current marketplace trends and competitive intelligence that affect Proteros' success in the marketplace
- Represent Proteros in an ethical, scientifically accurate and professional manner.

### HAVE WE PIQUED YOUR INTEREST?

Then we look forward to receiving your informative application documents, stating your salary expectations and possible start date

**Proteros biostructures GmbH**  
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# PROTEROS

REACH RIGHT FASTER



## YOUR PROFILE

- 4-6 years of sales experience in the preclinical CRO industry; experience in selling early stage drug discovery services, integrated programs, structural biology solutions, protein solutions a huge plus.
- Understanding of the drug discovery process and a solid network of pharma/biotech drug discovery contacts
- Self-driven, with the ability to "hunt" for new business and "open new doors" within the biotech/pharma segment, while growing existing accounts
- Experience in Key Account Management principles, e.g., Miller Heiman LAMP® methodology
- Ability to operate remotely, whilst remaining an effective member of a global organization; experience working for a global CRO is a plus
- Should have excellent presentation and scientific communication skills and be comfortable with presenting complex science-based pitches
- Proficient with Microsoft office and SalesForce.
- Life Sciences degree; MS/PhD

## WHAT WE OFFER

- An inspiring creative, flexible, agile and passionate working environment in which talented employees expand their technical skills and scientific knowledge and contribute directly to the ongoing success of the organization.
- We are located in Munich, Germany, trace our roots to the Max Planck Institute and Nobel prize winning science, and are surrounded by world class research institutes and biotech companies.
- Multicultural, interdisciplinary teams and an open corporate culture
- Market competitive salary and benefits
- We are an equal opportunity employer

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