

Business Development Manager, EU Oligos/Peptides

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Company: WuXi AppTec

Location: United Kingdom

Category: other-general

Overview

The incumbent will uncover and cultivate business relationships and opportunities to generate revenue with prospective and existing clients for WuXi Tides and STA Pharmaceutical, a WuXi AppTec company, in particular to support the growth of emerging oligo and peptide (O&P) Contract Development and Manufacture (CDMO) business. The candidate will work within the US business development (BD) team to pursue new business leads; follows up on critical issues and aid in resolving customer inquiries. Assists marketing in raising the profile of WuXi Tides within Europe.

Responsibilities

Hunting and Prospecting for oligo and peptide new drug development contacts and companies who would benefit from WuXi Tides CDMO services.

Obtains conferences and meetings to present WuXi Tides services to prospective and existing clients via email, phone, and web-conferencing systems. Travel to local client meetings where possible.

Participates in tradeshows to raise profile of WuXi Tides and generate leads

Acts upon, refers and follows-up on leads from both sales and marketing campaigns.

Increase awareness of WuXi Tides marketing initiatives including scheduling meetings at tradeshows and promoting registrations for webinars and seminars.

Maintains knowledge of industry trends, funding, regulatory influence, mergers and

acquisitions, in-out licensing of products/technologies, government/private grants and contacts, new drug development and approvals, related patent grants and notifications, market growth of small, med, and large cap companies.

Develops a social network of industry related contacts via LinkedIn and other social networking platforms.

Proposes new ideas to increase performance for WuXi Tides goals.

Documents information in Client Relationship Management (CRM) including contacts, pre-screened/qualified leads, and new account information as required.

Qualifications

Job Requirements:

BA/BS in Chemistry and certain professional training/experience in business (i.e. Marketing, Sales) is required

3+ year's relevant experience working in oligo or peptide new drug development or CRO/CMO industry

Knowledge / Skills / Abilities:

Must be a self-starter, self-motivated, highly flexible, with excellent communications skills (verbal, written, and presentation skills). Must be organized and detailed-oriented.

Must have a proven track record of simultaneously managing several projects and timelines.

Ability to perform within a professional environment and use judgment as dictated by complexity of situation.

Experience with CRM (Customer Relationship Management) software (i.e. Salesforce and/or Microsoft Dynamics/CRM) is preferred

Physical Requirements:

Must be able to work in an indoor office setting

Must be able to wear appropriate PPE

Must be able to work in environment with minimal noise levels

Ability to stand for long periods of time

Ability to lift 25 lbs routinely/often/occasionally

An Equal Opportunity Employer. All qualified applicants will receive consideration for employment without regard to race, color, religion, sex, sexual orientation, gender identity, national origin, or protected veteran status and will not be discriminated against on the basis of disability

This job description does not state or imply that the above are the only duties and responsibilities assigned to this position. Employees holding this position will be required to perform any other job-related duties as requested by Management.

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