**Business Development Manager in Biotech and Pharma Industry**

We are looking for a BD (Business Development) manager in the biotech and pharmaceutical industry to help refine our business development, create network with potential partners, manage inbound and outbound cloud service sales for our AI-based drug discovery platform as well as drug pipeline licensing-out. This role will work closely with the executives, research scientists, and operational and marketing staff to communicate with and network and follow up potential customers and licensees, nurture relationships with key individuals in the biotech and pharmaceutical industry.

This candidate will be focused and have strong communication skills. They should be able to think critically when making plans and have a demonstrated ability to execute a particular strategy.

For additional information, please visit **http://www.syntekabio.com/eng/**

**Responsibilities**

* Prospect new leads and create amazing first impressions with potential clients and partners
* Develop new relationships in an effort to grow business and help company expand
* Engage leads to book meetings and new business proposals
* Maintain strategic and key account relationships long term
* Think critically when planning to assure project success
* Work with leadership team to drive outbound prospecting activities, including cold calling, emailing, and communicating our value proposition to decision-makers
* Fosters a positive culture within the industry and editorial team aligned with the mission and values of the company, prioritizing facts, community, clarity, helpfulness, teamwork, and accountability

**Qualifications**

* Bachelor's degree, Master degree, or advanced degree in Pharmaceuticals, Chemistry, Biology, Business, Marketing, and related majors
* 1 - 3 years' prior industry related business development/marketing or drug discovery/development experience in biotechnology or pharmaceutical industries
* General familiarity with the biopharma industry, including an understanding of the R&D process from target discovery to commercialization and key players in the industrial ecosystem (key companies, CROs, CDMOs, regulatory bodies, regulatory actions, etc.)
* Demonstrated ability to pick up new fields of expertise quickly and work with agility in a growth environment
* Digitally native, comfortable with social media, software, and new technologies and platforms and eagerness to apply new best practices to a growing organization
* Excellent written and verbal communication abilities with both technical and non-technical audiences, as well as decision-making, leadership, and analytical skills, ability to make reasoned decisions, contribute to and lead cross-functional teams, and excellent organizational skills
* Focused and goal-oriented

Benefits:

* Health insurance, 401K

Schedule:

* Monday to Friday 9AM to 6PM

Work Location:

* 425 5th Ave, Suite 505, New York, NY 10016

If you have any questions about the job, please contact at [samuel.kim@syntekabio.com](mailto:samuel.kim@syntekabio.com) or 1-212-371-2544.

Please apply with your resume at Samuel.kim@syntekabio.com.