
Director/Senior Director, Business Development – Boston

Responsibilities:

The Director/Senior Director of Business Development will be responsible for leading business development primarily with pharmaceutical accounts across the nation. Major responsibilities include identifying key business opportunities, maintaining strategic business relationship, developing and executing an effective business plan to better position BGI's value in the pharmaceutical industry.

Roles and Responsibilities:

1. Assume leadership role in business development with US and global pharmaceutical/biotech accounts. Identify key business opportunities, develop and maintain key business relationships with pharmaceutical and biotech accounts. Leverage on BGI global resources e.g., research expertise, diagnostic business, hospital networks, regulatory experience, etc. to deliver and maximize BGI's value to pharma clients.
2. Assist US general manager and BGI management in defining overall strategy and long term plan to better position BGI in pharmaceutical industry. Coordinate with R&D, Production, Product Development, Marketing, Project Management, Quality Management, and other groups within BGI organization to develop needed capabilities, to streamline service workflow and product line tailored for pharmaceutical business.
3. Build up strategic alliance with key industry players to extend market penetration through technology or commercial collaboration.
4. Advocate BGI at key industry meetings, workshops, KOL groups, etc. to position BGI as a leading player in genomics, molecular Dx and biomarker development fields.
5. Coordinate with marketing team to develop sales tools for pharmaceutical applications, position BGI's biomarker solutions at major conferences, etc.
6. Assist US general manager in building up a business development team tailored for pharmaceutical business. Coordinate and lead team to achieve revenue growth and brand recognition in pharmaceutical sector.
7. Work with US general manager in supporting headquarter management in strategic business evaluations including oversea M&A, licensing, business collaborations, etc.
8. Understand and maintain current knowledge on company's products and services, esp. their applications in drug discovery and development. Keep informed of drug development trend, biomarker strategies of major clinical programs, regulatory policies affecting pharma decision in biomarker/CDx strategies, key technology development and adoption by pharma clients, competitive landscape, etc.
9. Attend national, regional conferences and corporate meetings as scheduled. Accompany key business partner in visiting BGI headquarter when needed.

Job Requirements:

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1. 10+ years experience in pharmaceutical industry, R&D and/or business experience in biomarker discovery, molecular diagnostics, genomics, bioinformatics strongly preferred.
 2. Minimum MS in biology, biochemistry, molecular biology, bioinformatics or equivalent science degree. Ph.D. preferred.
 3. Experience selling next generation sequencing and genomics service/products required. Sales and business development experience with pharmaceutical accounts strongly preferred.
 4. Excellent communications, analytical and organizational skills. Strong team work spirit. Leadership and management experience strongly preferred.
 5. Willingness to travel.
 6. International business experience preferred.

Job Location: Great Boston area preferred.

Organization:

BGI, the world's leading genomics center, provides comprehensive sequencing and bioinformatics services for medical, agricultural and environmental applications. We help our customers to achieve their research goals by delivering rapid, high quality results using a broad array of cost-effective, cutting-edge technologies. Our customers also benefit from our scientific expertise and research experience that have generated over 400 publications in top-tier journals such as *Nature and Science*. BGI is recognized globally as an innovator for conducting international collaborative projects with leading research institutions to better mankind and our world. On April 27th, 2010, BGI Americas was founded with its main office in Boston, MA, U.S.A. BGI Americas offers scientific and technological solutions to partners in all countries in North, Central, and South America, and seeks collaborative opportunities in the "omics" field.

Contact Information:

If you feel your skills and experience meet the requirements of the job please forward a cover letter and CV to the following email: recruiting@bgiamericas.com