



To support our Sales team in the US, we are seeking an experienced

Business Development Manager MfIHC and Digital Pathology

Indivumed is a physician-led, integrated global oncology company for personalized medicine with the world's premier high-content tumor database and highest-quality biobank. Our range of services and products is tailored to customers' needs in translational and clinical research and molecular diagnostics. With approximately 200 employees across Europe, North America, and Asia, we are an internationally minded, future-oriented company with an ambitious growth strategy, which includes the development of a global cancer database solution. Indivumed is proud of our innovative team of leading scientists and of our strong international reputation. At Indivumed, you are given the rare opportunity to pursue your professional goals and benefit from quick decision processes – thanks to a flat organizational structure and ample creative freedom.

Job Duties

Under the supervision of the Vice President Business Development and Sales US, the incumbent will support our lab services revenue growth in the US.

Skills and abilities

- Call on biotechnology, biopharma and pharmaceutical oncology research and development companies, in the USA to sell Indivumed's multiplex fluorescent IHC and Digital Pathology laboratory services in translational research and clinical oncology development
- Maintain customer relationships of current Indivumed key accounts in these services and grow the revenue generated by these customers
- Learn, understand, apply and continue to develop expertise in Indivumed's multiplex fluorescent IHC and Digital Pathology laboratory services offerings with strong contact with Hamburg-based laboratories and scientists
- Seek growing biotechnology companies, especially in the Boston area, with oncology drugs in the pipeline who outsource immunohistochemistry analyses and digital pathology services
- Support Regional Sales Directors (East and West) and their customers by presenting on site communication of technical aspects of customer projects and articulate customers' technical needs to facilitate the creation of statements of work (SOWs) and quotations
- Continually grow the customer base of Indivumed products and services through lead generating activities and market intelligence
- Maintain the company CRM database (Salesforce) and update weekly; maintain Key Performance Indicator data within the CRM
- Support Company exhibition obligations throughout North America when needed (e.g., AACR, ASCO)
- Coordinate with marketing and Project Management support resources to grow the Indivumed market in the USA
- Contribute to monthly, quarterly and yearly sales forecasting and manage expenses for the Territory
- Territory: The entire USA; The key geographical focus of the job is Boston MA and San Francisco Bay Area
- Additional business development responsibilities as agreed upon with the Head of USA sales.

Education and/or experience

- PhD Science degree in the areas of biology, human genetics, medicine, pharmacology, molecular and cell biology, biochemistry, pathology or equivalent
- Knowledge about oncology, the cancer drug and diagnostic development processes
- Application of information technology experience within science biology focus
- Preferably knowledge in selling GCLP relevant services

Working conditions

In addition to an interesting and challenging area of responsibility in a fast-growing, internationally oriented company, we offer you many design options and short decision-making paths, a highly motivated, collegial and open-minded team with a good working atmosphere as well as continuous training and further education.

Would you like to contribute to the success of our company?

Please apply online via curtis@indivumed.com and include your salary expectations and current notice period.

Indivumed Inc.

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For more information about
Indivumed, please also visit
www.indivumed.com