

Full time, Remote, USA

Business Development Manager – Cell & Gene Therapy

PROGEN is driven by a mission to support scientists in making new scientific discoveries and groundbreaking research within the gene therapy.

Join us on our mission to support scientists in AAV gene therapy to make new scientific discoveries and groundbreaking research. Together we can provide solutions to people suffering from pure health and affected by disease every day.

We are seeking a Business Development Manager with a strong understanding of the fast-growing gene and cell therapy market to become the face of PROGEN in North America. Tasked with growing a multimillion-dollar business segment, you will utilize both your scientific and your commercial skills to ensure the success of an established and leading provider in this fast-growing market. As part of our North American growth plan, you will be responsible for developing new business and managing existing customer accounts. Reporting to the Head of Sales and regularly working together with our cross-functional team in Germany, the BDM leads on the client discovery and sales processes, as well as customer management and ensures that consumer's needs and expectations are being met throughout the entire customer journey, acting as a point of contact for both the customer and internal team.

Your main opportunities in this role:

- Implement PROGEN's commercial strategy within the Gene Therapy market
- Maintain and grow existing customer accounts
- Build strategic, long lasting and science-driven relationships with key individuals including market influencers
- Identify new accounts and growth potential
- Anticipate and observe key trends and market needs and initiate market relevant activities together with internal stakeholders (PM, MarCom, R&D, Production) to ensure further growth
- Ability to travel minimum 30% to customer sites, conferences and tradeshows
- Deliver the territory sales target and demonstrate sales pipeline development & management
- Maintain accurate customer information in the CRM database
- Continuously monitor, analyze and track competition

To succeed, you will need:

- A self-initiated and trustworthy working attitude
- A proactive, self-driven mindset and the ability to work independently
- A University degree (MS or higher) in Chemistry, Biology, Genomics or related field
- 2+ years of business development/account management experience in diagnostics/life science/biotech with a successful track record in B2B sales OR several years of experience in laboratory work in the gene therapy industry with an interest in a new challenge
- Be actively involved in the PROGEN strategy team
- Fluent English, some knowledge of German is a plus
- Excellent verbal and written communication and listening skills
- MSOffice and CRM-tool experience
- The ability to interact effectively with individuals of diverse backgrounds and different levels of an organization (e.g. procurement and scientists)
- To demonstrate a keen business acumen, sound decision making, as well as excellent analytical and organizational skills
- A consultative approach to managing client relationships to build long standing trust and strong customer relationships
- Knowledge in the gene therapy field using AAV vectors or lentiviral vectors for gene delivery is a plus, interest in this working area is a requirement

We can offer you:

- A role in the exciting and expanding gene therapy space making a difference to people's lives
- A collaborative innovative team in Germany supporting you intensively
- The possibility to have a meaningful impact on our company and on the relationship with our customers
- A great, unique and innovative portfolio offering products of highest quality
- The development of a long-term career within an open and friendly work environment
- High flexibility regarding your work schedule
- A robust benefits package in a rewarding workplace:
 - A variable annual bonus based on company and individual performance results in accordance with company policy
 - 20 days PTO annually
 - Health benefit package available
 - 401 US retirement savings plan

About us

PROGEN was founded in 1983 in Heidelberg Germany, and today is a global biotech company with a US subsidiary working with partners in academia, biotech and pharma. It is our underlying mission, to help progress new therapies safely, quickly and affordably, so together we can provide solutions to people suffering from poor health and affected by disease every day.

PROGEN is made up of a team of experts within AAV and the life sciences and is partnered with gene therapy experts worldwide. We are more than just a manufacturer of antibodies, proteins and ELISA kits. We strive to understand what scientists need, so we can create solutions and ultimately deliver high quality antibody and exclusive AAV products, which solve research challenges within academia, biotech and pharma, and ensure PROGEN can continue to be a trusted and reliable partner.

Please send your CV to our external consultant Dino DiCamillo at Percorso Life Sciences LLC: dinodm@percorsols.com to begin the process