



New Business Development Manager, Drug Discovery Services, Europe (m/w/d)

Proteros is a privately held biotech company with a strong focus on technically challenging drug targets for small and large molecule drug discovery. Co-founded in 1999 by Nobel Laureate Prof. Robert Huber, the company has established a global service business with a proven track record of 100+ pharma and biotech partnerships in US, EU and JP. Proteros' Structural Biology is a top tier group in x-ray crystallography and cryoEM working on challenging drug targets including large protein complexes, DNA binding proteins, biologics, lipid kinases, proteases, membrane proteins and kinases. Proteros' Protein Science team uses a highly industrialized protein production platform and a broad range of analytical methods to provide high quality recombinant proteins for drug discovery research. Proteros' Biochemistry/Biophysics team runs tailor-made screening cascades and target-ligand-interaction analyses for the identification and optimization of novel drug candidates.

Your Responsibilities

- Create new business in Europe in the field of early drug discovery services in particular in the context of: cryoEM, Biologics, Integrated drug discovery, Screening, Crystallography, Protein Supply, Biophysics
- Explore and develop business out of EU Biotech Hubs (UK, BNL, CH)
- Participation and business creation as part of conferences, roadshows, webinars
- Meet and exceed European Revenue budget

Your Profile

- Ideally Master in Biology, Life Sciences or equivalent (Ph.D. a plus)
- ~ 2 years experience in BD, sales development, key account management in a Life Science Industry preferable CRO and Drug Discovery Services, experience with CRM System
- Good understanding of recombinant protein production, biologics, crystallography, cryoEM, assay development and screening market
- Solid presentation skills of scientific continent for the purpose of business creation
- Well established customer network in the drug discovery market in Europe, valid driving license and willingness to travel routinely in Europe
- Experienced with networking through social-media (Linked-in), conferences, webinars, virtual partnering meetings
- Proven track record in business development

Our offer

- an innovative profession in an exciting industry
- an inspiring working atmosphere as fertile ground for your further development
- a comprehensive training that prepares you optimally for your area of responsibility
- multicultural teams and an open corporate culture
- Position mainly based in Martinsried near Munich
- Company pool car access for customer roadshows, conferences, customer visits

Have we piqued your interest?

Then we look forward to receiving your informative application documents, stating your salary expectations and possible start date

Proteros biostructures GmbH

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