

Biopharma Business Development

Northeast / Boston

VRS is currently recruiting a Biopharmaceutical BD Specialist for an internationally respected instrument vendor. Candidates should have an advanced understanding of biopharmaceutical / pharmaceutical analysis by liquid chromatography mass spectrometry (LC-MS) and a thorough knowledge of industry trends.

Primary Responsibilities:

- Define market opportunities in the Northeast (focus on Boston / Cambridge) within major pharma and biopharma companies
- Develop new business and enter competitive accounts; foster customer partnerships and collaborations
- Serve as Subject Matter Expert (SME) for Biopharma/Pharma analytical solutions and work directly with Key Opinion Leaders (KOL) in the market
- Keep current on market trends and potential future changes, especially those related to regulatory changes
- Ideally based in Boston area – 50% travel in the Northeast

Candidate Qualifications:

- Minimum of BS in Science (Chemistry or Life Sciences preferred) w/ 5+ years in the Pharmaceutical or Analytical Instrument industry; M.S. or Ph.D. in related field preferred
- Strong network in the pharma industry which can be leveraged to create business opportunities
- Effective team-work and networking skills with employees and customers of various disciplines, cultures, and skill levels
- Excellent presentation and communication skills; comfortable presenting at company meetings and industry conferences

Salary / Benefits

- \$110-120k annual base + bonus dependent on growth
- Car + travel expenses covered
- Medical/dental/vision insurance
- 401k w/ 3% match

APPLY NOW!

If this role is of interest to you, and your background is suitable, please email your resume in WORD format to eberner@VRS-US.com

For further details or related opportunities contact VRS Recruitment:

info@VRS-US.com

www.VRS-US.com

Due to the volume of responses, only qualified candidates will be contacted.

Feel free to forward this message to other qualified colleagues looking for similar opportunities.

Thank you, & Be Well!

-Evan Bernier, Ph.D. (U.S. Business Development Manager)

VRS (Vantage Resourcing Solutions, LLC) combines Recruitment and Analytical Chemistry expertise to provide an efficient and focused service to client and candidate alike. Our high level of quality service and technical expertise has secured our reputation as a premier supplier of **Mass Spectrometry** and **Analytical Chemistry** Recruitment Solutions.

Keywords: Business Development, Sales, sell, customer, account, specialist, representative, chemistry, separations, liquid chromatography, HPLC, LC-MS, LC/MS, MS/MS, Applications Chemist, Applications Scientist, mass spectrometry, mass spec, MS, high resolution, quantitation, informatics, Pharma, pharmaceutical, biopharma, biotech, instrumentation, instrument, vendor, purchase, commission, Quadrupole, Time of Flight, TOF, Ion Trap, Orbitrap, Boston, Cambridge, New England, Analytical chemistry jobs, mass spectrometry jobs, chromatography jobs, chromatography recruitment, LC/MS jobs, LC/MS recruitment, Analytical Chemist, Mass spectrometrist, LC/MS chemist, mass spec jobs, mass spec recruitment, analytical instrumentation jobs, Biopharmaceutical, Biologics