



**Job Title:** Business Development Manager

**Qualification:** Ph.D. in bioinformatics/ biochemistry/biotechnology

**Relevant Experience:** 5+ years

**Languages:** English, Kannada, Hindi

**Annual Salary:** As per market standard

**Job Location:** Bengaluru

**Preferred Location:** Bengaluru

**Duties and Responsibilities:**

**Job Functions:**

- Achieve growth and hit sales targets by successfully managing the sales team
- Design and implement a strategic business plan, sales pitches, presentations, reference material that expands Quantumzyme customer base and ensure its strong presence
- Meet with customers to discuss their evolving needs and to assess the quality of Quantumzyme relationship with them
- Willing to familiarize yourself with the Quantumzyme vision and mission, seeking to accomplish set goals and objectives
- Cultivating strong relationships with new clients, while maintaining existing client relationships.
- Ability to manage multiple projects concurrently and meet deadlines
- Leading conference planning, idea generation for pitches, account coverage, identifying themes and account needs
- Developing and maintaining relationships with key stakeholders
- Conducting assessments of the scientific, commercial and technical attractiveness of potential investment opportunities
- Preparing enzyme profiles of services of interest, as well as the profiles of current and future competitors for these services and products
- Liaising with other deal team members and senior management on transactions and strategic initiatives
- Developing and implementing sales strategies, client service and retention plans, and analyzing sales data to inform or update marketing strategies
- Generates positive community awareness of the organization, its mission and impact, and strengthens its brand and reputation with business partners, clients and the community we serve

**Position Competencies:**

- Requires expanded conceptual knowledge in own discipline and broadens capabilities
- Understands key business drivers; uses this understanding to accomplish own work
- Establish collaborative relationships and maintain close communication with the senior management team, as well as with other key internal stakeholders to identify potential opportunities and ensure alignment on current projects
- Contribute to business strategy through analysis of evolving market, R&D/competitive landscape and objectives. As well as ensuring alignment with overall business strategy and objectives.
- Support scientific team(s) on developing and maintaining relationships with key scientific thought leaders; be the key liaison between the customer and scientific team.
- Develops and regularly updates a comprehensive business development plan, with targeted goals, objectives, methods, quantifiable outcomes and timelines to achieve agency sustainability and annual budget goals to the management team
- Analyzes and identifies scope for business case analysis and recommends solutions and improvements to business procedures
- Solves problems in straightforward situations; analyzes possible solutions using technical experience and judgment and precedents
- Impacts quality of own work and the work of others on the team; works within guidelines and policies

#### **Marketing Functions:**

- Provides oversight for all aspects of the organization's grant management functions, including: proposal writing, events, marketing/development, media relations, social networking, Annual Report, website, newsletters and branding
- Manages the production and distribution of quality collateral materials that support development and marketing goals
- Develops and executes a comprehensive marketing plan in collaboration with the Quantumzyme management, scientific and IT team and other key staff, as needed

#### **Core Skills Required:**

- Candidate should have overall 8+ years of experience
- Should have 6+ years of experience in the similar role
- Excellent communication skills, an attitude to get things done and willingness to work in a high-growth start-up environment
- Excellent Relationship Management skill
- Demonstrate strong interpersonal skills with the ability to engage effectively with various levels of management, staff, and clients.
- Strong organizational skills, with attention to detail and a proactive nature
- Ability to work well in a high pressure, time-sensitive, entrepreneurial environment
- Build and promote strong, long-lasting customer relationships by partnering with them and understanding their needs

#### **Other Requirements:**

- Strong scientific aptitude and curiosity
- Demonstrated ability to translate complex ideas into concise, compelling content
- Ability to determine the right questions to ask and the drive to find the answers
- Ability to interact effectively and across various groups (i.e. accounting, finance, investment professionals) and to engender trust and confidence of senior management at all levels

**Additional Skills:**

- Brief idea about protein engineering
- Application of enzymes in different industries such as biotechnology

**Annual Salary:** As per market standard