

## **Director of Business Development – Drug Discovery**

West Coast / CA

At X-Chem, we are seeking a highly motivated Director of Business Development to drive business development and sales to clients and partners. The candidate will be a member of X-Chem's Business Development and Alliance Management team, and will work closely with management to establish service collaborations and contracts. The Director position will be home based on the West Coast with regular visits to Waltham, MA.

### **POSITION SUMMARY**

This position will be responsible for administration and management of an X-Chem business development territory.

### **ESSENTIAL JOB FUNCTIONS**

- Execute business development initiatives consistent with the company's overall strategy.
- Identification of prospective partners and clients.
- Cultivate relationships, manage accounts and secure opportunities for selling our DNA encoded library screening, hit identification, and discovery services.
- Negotiate and close deals for discovery service business and licensing contracts.
- Interact with members of the management team to secure new business opportunities.
- Maintain accurate and accessible tailored documentation i.e. presentations / proposals / agreements/ updates to meet client needs.
- Respond to Requests for Proposals.
- Assist in the generation of Service Proposals / Contracts / Agreements
- Interact with members of the research and project teams to ensure proposals / contracts that are consistent with internal processes.
- Update Business Development databases to include opportunities, proposals issued, approved projects, and BD activities and other tracking indexes.
- Present tailored presentations to existing and potential clients.
- Strong client management and sales skills and ability to keep commitments.
- Strong communication skills in all forms including written, oral, email, telephone, and presentation
- Integrate with business development team, contribute to the work ethic, culture and values.
- Act as the internal champion of partners and clients.
- Responsible for lead generation and appointment setting
- Represent X-Chem at industry events and tradeshows with professional manner and polished appearance to gain new business leads and contacts
- Complete requested administrative reports on a timely basis.
- Perform other duties as assigned

### **EDUCATION & EXPERIENCE**

- Advanced degree in Chemistry, Biology, Pharmaceuticals or a Life Science discipline or equivalent strongly preferred. MBA desired.
- Minimum of 3 years proven experience selling services, developing pipeline of opportunities, and closing sales. Experience working in (or with) emerging pharma/biotech startups throughout target identification, lead optimization, and candidate selection cycle.

## **SKILLS**

- Solid understanding of the drug discovery process and pre-clinical research
- Includes daily contact with all personnel and regular contact with executive management.
- Frequent contact with clients and partners.
- Manages personal and interpersonal stress.
- Has the discipline to stay focused and complete specific task.
- Interacts well with others.
- Has an excellent verbal and written communication skills.
- Strictly follows the company policy on client confidentiality.

## **WORKING CONDITIONS**

Travel required. Flexible working environment using home office and/or with regular visits to company HQ in Waltham MA. Light physical activity performing non-strenuous daily activities.

### **Why you should join us:**

X-Chem offers highly competitive compensation based on prior experience and qualifications as well as comprehensive benefits in order to best support our people. Benefits we offer includes: 100% Paid Medical, Dental, STD/LTD and Life Insurance; 12 Paid Holidays; 22 days PTO; Tuition Reimbursement; Flexible Spending account for both medical and dependent care; weekly social hour and other company events. Our work environment includes casual dress, bike storage, free parking, and wellness perks.

### **About us:**

X-Chem is a privately held biotechnology company whose mission is to apply its innovative drug discovery capabilities to the discovery of compounds against novel therapeutic targets.

X-Chem offers a stimulating, casual, and fun working environment and the opportunity for all employees to grow with the Company. X-Chem is an equal opportunity employer that complies with all applicable national, state and local laws governing nondiscrimination in employment as well as employment eligibility verification requirements of the Immigration and Nationality Act. All applicants must have authorization to work in the United States.

### **EEO Statement:**

X-Chem is an equal opportunity employer and all qualified applicants will receive consideration for employment without regard to race, color, religion, sex, national origin, disability status, protected veteran status, gender identity, sexual orientation, pregnancy and pregnancy-related conditions, or any other characteristic protected by law.

### **Apply Now**

- **Company** [X-Chem, Inc.](#)
- **Job Code** SHP03
- **Email** [shelmling@x-chemrx.com](mailto:shelmling@x-chemrx.com)
- **Position Location** Waltham, MA
- **Position** Associate Director/Director, Business Development
- **Minimum Preferred Education** PhD
- **Years of Experience** 2-3
- **Availability** Immediate