



Business Development Manager – North America

Headquartered in the UK, Optibrium (www.optibrium.com) is a fast-growing global technology company dedicated to providing elegant software solutions for drug discovery. Our customer base includes several leading global pharmaceutical companies and a large number of biotech companies of all sizes and stages. Our lead product, StarDrop™, is a comprehensive suite of integrated software that guides small molecule design, optimisation and data analysis, improving the speed, efficiency, and productivity of the discovery process. Our growing portfolio is complemented by Augmented Chemistry™ products and services that deliver ground-breaking artificial intelligence technologies that continuously learn from all available data to supplement researchers' experience and skills.

To support our growth in North America, we are expanding our US Business Development team. We are recruiting a sales executive with a chemistry, biology, or related life science background. Experience from a role in business development or inside sales is beneficial. As a member of our commercial team, you will be responsible for the full business development lifecycle: proactively finding and following up on leads, running the sales process and managing your accounts; growing our customer base and meeting revenue targets for the region. This position will be based in Boston, MA or the northeast USA and may involve travel to client sites (up to 25%) across North America and the UK head office. The successful candidate must be eligible to work in the USA.

Responsibilities and Objectives

- Identify and validate new opportunities to expand our customer base and develop new relationships, especially within the vibrant biotech community. Use inside sales, databases, networking events and other resources to identify new leads.
- Independently plan and perform the sales process, managing multiple opportunities and projects simultaneously. Take a detail-oriented approach to track opportunities in our CRM platform and organise the related documents.
- Develop a comprehensive understanding of our software products and their value to research organisations within the pharmaceutical and related sectors. Demonstrate the software workflows and the value they bring via in-person or web-meetings with customers. Work with Optibrium's subject-matter experts where appropriate.
- Proactively support existing accounts, nurture customer relationships, and generate additional business opportunities for license expansion and cross-selling. Work with our application science team to offer customer training.
- As part of the commercial team, contribute to developing the commercial strategy and campaigns.
- Provide timely feedback to our UK-based product development team from customers regarding bugs or potential feature enhancements to guide future product development and communicate progress to customers.
- Represent Optibrium at trade shows, partnering meetings and other conferences.

If you're interested in joining a growing, entrepreneurial team working in an exciting field, please apply with a CV and covering letter to vacancies@optibrium.com (unsolicited applications from agencies will not be accepted).