

Jecho Biopharmaceuticals, Ltd. Job Opportunity

TITLE: Manager, Business Development - International

LOCATION: USA

Overview: Jecho Biopharmaceuticals, Ltd. (Jecho) is a biopharmaceutical company developing innovative therapeutic biologics, including therapeutic monoclonal antibodies, cytokines, immunotoxins, and vaccines to treat a broad range of diseases with focusing on cancer and infectious diseases. The company has laboratories and offices in Frederick Maryland, USA, a manufacturing and development operations site in Tianjin, China and research and administrative offices in Shanghai, China.

We are seeking a candidate for the position of Manager, Business Development - International. The position will be primarily responsible for managing the efforts toward marketing of Jecho products and technologies and implementing partnership agreements with other commercial entities. The candidate will also participate in strategic partnership advisory meetings leading to decisions and interactions for product advancement.

This position is US based and will report to BD Director and will work closely with and coordinate business activities with colleagues located in China and other territories outside of North America.

Essential Job Functions:

- Development and implementation of partnership lead identification and capture. This includes qualification of potential leads for best fit with Jecho strategies and to coordinate high-value meetings, discussions and other communications leading to successful commercial arrangements.
- Creation of proposal documents and high quality presentation and communication materials.
- Develop basic market research reports detailing potential treatment indications for Jecho products and technologies.
- Detail competitive environments and sales opportunities in international territories of interest to Jecho.
- Develop and manage term sheets and contract outlines to support Jecho's commercial interests.
- Lead internal opportunity tracking meetings for assigned territories and participate in executive group discussions and Strategic Partnership Advisory Group meetings.
- Attend industry meetings to support Jecho scientists and to facilitate discussions of licensing and partnership interest in Jecho products and technologies.
- Establish customer management function for assigned territories.

- Performing other duties as assigned.

Minimum Requirements:

- Bachelor's degree in life sciences with an MBA in Marketing preferred.
- 4 years of skill or experience with pharmaceutical sales or sales in a related field.
- 6 years of experience or knowledge identifying pipelines for new business growth, including new markets, new distribution channels or new products.
- 3 years of experience with marketing strategies aimed at communicating with a target audience for the purpose of promoting a technology or product.
- Demonstrated skill or experience with negotiation, typically in a business, financial, or legal context.
- 5 years skills or experience related to project management. Project management includes planning, executing, and monitoring projects in order to meet requirements while controlling budget, scope, and timeline.
- Familiarity with CRM (customer relationship management) software as used by companies to manage relationships with current and potential customers.
- Experience with defining an organization or business's strategy, mission, or purpose by identifying goals and determining actionable ways to reach them.
- 6 years of experience in the strategies used to manage a company's relationship with current and prospective customers and partners; with demonstrated responsibility for successfully managing a partner relationship, preferably for new product development and launch.
- Functional knowledge of concepts in immunology, molecular biology and biopharmaceutical development.
- Hands-on style with proven ability to work in an entrepreneurial environment.
- Basic knowledge of the regulatory requirements and timelines for new pharmaceutical registration..
- Excellent personality, verbal and written communication skills. Understanding Chinese is a plus.
- Ability to work cross-functionally.

Disclaimer

- This job description may not be inclusive of all assigned duties, responsibilities, or aspects of the job described, and the employee may be required to perform additional functions.
- The job description is subject to change by the employer as the organizational needs and requirements of the job change.