



NextGen Sciences is a dedicated partner for companies focused on developing human and animal biomarkers and therapeutics. With a worldwide reach, we work with in excess of 200 companies and academic institutions.

Vice President - USA Sales

We are seeking a highly driven individual to lead the growth of our service business in the USA. This will be a person who can immediately take us to the key pharma and biotech decision makers for biomarker discovery, assay development, validation and testing.

Education Requirements:

- 5-10 years experience selling into the pharmaceutical/biotech industry
- 5 years experience interacting with key academic institutions
- 5 years sales experience in the CRO or related industry
- BS or higher in a scientific area (Biochemistry, Cellular Biology, etc)
- Hands-on protein lab experience desired but not required

Qualifications:

- Demonstrated negotiation skills
- Knowledge and relationships with key accounts
- Knowledge of the purchasing process of pharmaceutical, biotechnology, and academic accounts
- Experience managing sales process through CRM
- Understanding of the drug discovery and development process
- Excellent verbal and written communication skills
- Ability to rapidly assimilate complex, scientific information
- Ability to prioritize and manage to timelines
- Ability to cultivate spheres of influence
- Strong interpersonal and presentation skills
- Ability to multi-task

To apply please send by email a cover letter and resume to Dr Barry McAleer (barry.mcaleer@nextgensciences.com).

For an informal discussion please call Barry on +44 7825 413110