



CRO Marketing and Sales Manager

Biotech company is in search of an entrepreneurial Marketing and Sales Manager to lead the growth of our Bioservices CRO group. IBT is a biotech vaccine developer with extensive experience in infectious disease research and development. Our Bioservices division, headquartered in Maryland near Washington D.C. is an outgrowth of our research efforts and is poised to grow. We seek a professional with a proven sales and business development track record to take our business to the next level. The successful candidate will be a strong leader capable of developing marketing strategy and devising and implementing the necessary tactics to prospect and close deals. The candidate must have a strong life sciences background, preferably in CRO business, and be able to understand our technical service offerings and speak confidently to scientific customers. Strong verbal and written communication skills are necessary to succeed in this position. An advanced degree in life sciences is a plus.

Specifically, IBT's product line consists of tailor-made antiviral and antibacterial testing, depending on the needs of our clients. We offer high-throughput and follow-up detailed *in vitro* antiviral and antibacterial testing. In addition to *in vitro* inhibition assays, we also offer small animal model testing for certain pathogens. Cost proposals are tailored to the needs of each customer and depend on the extent of testing required, the number of compounds, and number of pathogens to be tested. Additionally, IBT Bioservices offers pathogen-specific monoclonal and polyclonal antibodies.

This position offers entrepreneurs the opportunity to build a thriving business. The successful candidate will have freedom to devise new service and product offerings. Prior experience selling in this marketplace is a requirement.

Your primary responsibilities will include:

- Identifying and connecting with prospective clients.
- Interfacing with current clients to expand existing accounts.
- Leading business development processes including proposal development, project cost proposals, and leading the bid-defense presentations related to IBT BioServices' lines.
- Analyze market trends to prioritize and generate new sales opportunities.
- Building the business infrastructure as growth demands.

Compensation will include a base salary and a significant incentive compensation component.