



The micro-Chip Chromatography Company

We are looking for new colleagues to join our team!

VP Regional Business Development US *East Region*

Company

PharmaFluidics is a young, dynamic & fast paced tech company based in Ghent, Belgium. As a spin-off of the Vrije Universiteit Brussel, and backed by experienced Venture Capital, PharmaFluidics has developed a series of game-changing chromatography products.

With unprecedented analytical resolution performance, PharmaFluidics' micro-chip based chromatography columns are now being commercialized for innovative biomarker, diagnostics and drug research & development applications in the global biotech, pharma and academic field, and related industries.

The key expertise of PharmaFluidics are the design, lithographic production, and surface treatment of silicon wafers for use as separation devices in liquid chromatography. PharmaFluidics collaborates with an extensive network of centers of excellence and pioneer users to develop a broad range of applications.

Position

In line with its steep growth ambitions PharmaFluidics seeks to extend its team with a VP Regional Business Development US. This experienced professional will

- Demonstrate commercial traction for PharmaFluidics' innovative range of μ PAC™ microchip based chromatography products, at analytical research groups of major accounts in biotech, pharma, academic centers and related industries in the East Region of the US.
- Execute the regional sales strategies and tactical plans for the rollout of the μ PAC™ business in the East Region, by defining and developing a network of KOL and major accounts to facilitate the development of the regional business.
- Manage a geographical sales territory ensuring that regional account business is developed and budgeted sales objectives are achieved.
- Setup a regional office with distribution and, in line with the commercial growth, implement and manage team sales professionals and channel partners over time.

You will have an important role, in a fast-paced stimulating work environment within a compelling business area, where you will make substantial contributions to the successful performance of the company.

Main responsibilities

Key Account Management

- Map the needs and contact points, functions and decision dynamics of selected accounts to ensure optimized communication and execution pathways.
- Develop contact & engagement strategies and tactics that result in maximizing the opportunity for PharmaFluidics' μ PAC™ product adoption, penetration and recurrent sales.
- Primary point of contact to selected key accounts at user, expert, procurement and decision maker levels; pursue frequent, multi-level interactions.
- Monitor and manage timely the requests, proposals, PO's and the correct execution of deliveries; ensure excellent customer service and satisfaction.
- Participate actively at the company & product presentations, at accounts and events; promote understanding of PharmaFluidics' μ PAC™ products and their unique value proposition.

Business Development

- Contribute to draft the yearly business plan and sales/budget process for the region.
- Lead the collaborative development and implementation of regional commercial strategies and business plans to drive growth in target accounts, identifying key areas of short-term and long-term growth.
- Manage revenue and product forecasts with accuracy for the East Region of the US.
- Communicate effectively to the home base regarding business trends for the region including, but not limited to risks to business, potential opportunities and competitive information.
- In line with the commercial growth, lead the setup of a local office and participate in hiring and selecting sales team members and channel partners, and manage their performance.
- Communicate, strategize, plan and implement sales efforts with assigned sales and channel partners to assure goals are achieved and exceeded.
- Developing key customer stake holders' relationships at the executive level for the purpose of expanding sales.

Team: reports to the VP Business Development

Scope: US, North East Region (*Boston – Cambridge, Greater Philadelphia, New Jersey, Maryland, Chicago*)

Profile

We are looking for a highly-motivated and talented individual with working knowledge of HPLC, UHPLC and MS technologies and its applications in proteomics, metabolomics, biomarker discovery and analysis of biosimilars. The candidate has at least 5 years of experience in a sales management or sales director position and brings to PharmaFluidics an extended network of KOL and analytical scientists from international biotech, pharma, academic research centers and related industries.

The successful candidate has a proven track record of sales and strategic account development in equipment, consumables, preferably in analytical science and has demonstrated strength in developing strong customer relationships, especially at leadership levels. He has proven ability to coordinate activities and influence actions of commercial and channel representatives to drive strategic initiatives, and has proven to be a strong role model as sales leader with ability to develop and motivate people and to manage/lead others.

Candidate is preferably located in the East Region of the US, with a regular presence in the Belgian office. A close interaction within the PharmaFluidics home based team and R&D is necessary.

Education, Competences and Skills

- Master's degree in a Life Sciences discipline or commercial equivalent. Advanced degree in business or sciences is highly desirable.
- Proven ability to understand customer needs and to close orders through multi-level contacts in large organizations.
- Personal sense of integrity and trust; excellent in oral communication and presentation.
- Demonstrated skills in leadership, strategic selling, negotiating, presentation and financial/business acumen.
- Negotiation skills at a broad level; advanced reporting and coordination skills.
- Ability to travel extensively and as needed. Minimum travel is more than 50%.
- Strong analytical skills that coincide with the ability to implement complex selling strategies and plans.
- Works independently and does not require constant supervision or direction.

Application

If you are interested and feel qualified for this position, please send your application, including your CV and a motivation letter to katrien.vanhonacker@pharmafluidics.com.