



Director of Business Development

ScitoVation is the premier startup company for professionals who want to make a significant contribution to supporting state of the art research in the field of drug discovery and investigative toxicology. You will be part of a team of leaders and collaborators who are dedicated to finding novel approach methods to address clients' safety assessment challenges to enable launching safe compounds faster. Our team is driven by using the best science to help clients ascertain the safety and efficacy of new preclinical candidates, ingredients in consumer products, pesticides and other chemicals.

This is a unique opportunity to join a growing company that is developing scientific tools and technology aimed at reducing reliance on animal testing and impacting both the pharmaceutical and chemical industry.

Job Overview:

The Director of Business Development is responsible for leading the sales activity of the organization. The director of business development is expected to develop and maintain a balanced sales pipeline of qualified leads, targets, and proposals submitted that ultimately lead to the achievement of quarterly sales results. This position will also be called upon to support marketing activities including preparation and participation at key conferences.

Accountable for:

1. Identifying and capturing new business from new clients and promoting new services to extend client portfolio as the company's existing clients.
2. Build and maintain a sales pipeline that is consistent with the company's growth goals.
3. Work with scientific staff to increase volume of business with existing customers.
4. Execute plans to diversify our customer base.
5. Collaborate with management and technical teams responsible for developing proposals.

Education and Experience:

- Bachelor's degree in industry-related major. Advanced degree preferred
- Minimum of 5 years of business development experience in science related area
- Experience in the development and execution of a business development plan with annual targets for new business of \$3M to \$10M
- Experience working on a pay for performance compensation environment
- Experience working with senior leadership
- Proven experience of exceeding sales target
- Successful experience in selling new lines of service a plus

Competencies and Behaviors:

- Inherently creative, able to bring fresh ideas to his/her own work and the work of others
- Ability to learn needs in next generation toxicology



- Must possess outstanding written, verbal, and interpersonal communication skills
- Ability to work effectively with a broad range of people with a variety of technical skills and experience
- Proficiency presenting in front of an audience
- Ability to work under pressure of multiple tight deadlines and to manage shifting priorities
- Effectively communicate and work with stakeholders with disparate career backgrounds and motivations
- Anticipate problems and implement mitigation strategies
- Efficient, driven, willing to go the extra mile
- Positive team player and collaborator

Work Environment:

This is a remote position.

Position Type/Expected Hours of Work:

This is a full-time position, and hours of work and days are generally Monday through Friday, 9:00 a.m. to 5:00 p.m.

Travel:

Occasional travel will be expected in this position.

Supervisory Responsibilities:

None.

Other Duties:

Please note this job description is not designed to cover or contain a comprehensive listing of activities, duties or responsibilities that are required of the employee for this job. Duties, responsibilities and activities may change at any time with or without notice.