

Position Business Development Manager, Full-Time

Location Heidelberg, Germany

Description PixelBiotech GmbH is a German startup and spin-off company from German Cancer Research Center (DKFZ). We are building artificial intelligence (AI) powered single-molecule genetic testing technologies and devices. Being the inventor of the industry's first true multiplex smFISH (single molecule Fluorescence In Situ Hybridization) probe and an AI-powered data analysis platform, our mission is democratizing genetic testing by making it precise, universal, affordable, and accessible. PixelBiotech is currently focusing on building devices and diagnostic solutions for applications such as COVID-19, African Swine Fever Virus (ASFV), breast cancer, and CAR-T quality control.

We are looking for a business development manager with a biology background to help promote the HuluFISH probe for our global research and industrial customers. Therefore the essential skills we are looking for are solid communication and relationship-building abilities, multitasking, and thriving in a fast-paced environment with minimal supervision.

The ideal candidate will lead initiatives to generate and engage with business partners to build new business for the company. This candidate will be focused and have strong communication skills. They should be able to think critically when making plans and have a demonstrated ability to execute a particular strategy.

Responsibilities

- Identify prospective leads; develop new client relationships via internet research, social media, networking events, trade shows and direct marketing
- Manage sales opportunities across the full sales cycle
- Support clients with strategic / critical business issues and establish a shared vision on client needs
- Support marketing initiatives with creating, planning, executing, and tracking of marketing programs such as email, event, social media, or content marketing
- Create, proofread, and edit copy for various marketing channels, ensuring a consistent voice, including blogs and public relations efforts
- Independently coordinate marketing and community events, including overseeing logistics, scheduling, managing registrations, coordinating with partners, creating itineraries, and ordering marketing collateral
- Manage website updates
- Evaluate and monitor campaign performance on an ongoing basis by analyzing key metrics and creating comprehensive reports

- Conduct market research and identify trends

Experience

- MSc or Ph.D. in biology or related field
- 3 - 4 years' prior industry related business development experience
- Experience in molecular biology, cell culture, cell biology, in situ hybridization, and microscopy is preferred
- Knowledge of RNA/DNA in situ hybridization and CRISPR technologies would be an advantage
- Excellent communication skills and team working skills
- Experience in social media marketing on LinkedIn, Twitter, Google Ads, etc.
- Experience in sales would be an advantage
- Proven knowledge and execution of successful development strategies
- Focused and goal-oriented

How to apply Please send your resume and a short personal intro to hire@pixelbiotech.com.