

Head of Business Development and Sales (w/m/x)

Application Period: 15.12.2021 until 11.01.2022

Type: Full Time Position, Starts beginning of 2022

Location: Leberstrasse 20, 1110 Wien

Company Information: TAmiRNA was founded in 2013 to discover, validate and qualify RNA biomarkers for use in drug development and in-vitro diagnostics. We are developing innovative solutions for biomarker research & development as well as healthcare applications.

We are seeking a highly ambitious **Head of Business Development** with several years of experience in **Life Sciences**. The successful candidate will be supporting the top management and responsible for further developing a business development strategy and team.

Your Role:

- Optimization and implementation of a business development strategy including a CRM system.
- Expansion of the existing distribution network (Europe/North America/Asia) for products and services.
- Engagement with potential customers.
- Preparation and negotiation of contracts in close collaboration with legal and management teams.
- Cooperation with scientific and product development teams on market analysis and development of new business cases.
- Attendance of national and international conferences and partnering events to expand the business network of TAmiRNA.

Your Qualifications:

- You have successfully completed a degree in natural sciences and gained relevant professional experience in sales / business development in life sciences or health care.
- As a positive, captivating and committed personality, you have excellent communication and organizational skills as well as a high level of customer orientation.
- You like to take responsibility and thrive on the possibility to create and develop your ideas.
- You have excellent written and spoken German and English.

Payment is based on the "Kollektivvertrag Angestellte Chemische Industrie" for a full-time position (Verwendungsgrupp IV) and amounts to 14x 3,389.68 Euro gross (Brutto). Willingness to overpay according to qualifications and experience.

Bei Interesse senden Sie bitte Ihren Lebenslauf und Motivationsschreiben an office@tamirna.com mit dem **Betreff: Head of Business Development/Sales**.

Address

TAmiRNA GmbH
Leberstrasse 20
1110 Vienna | Austria

Contact

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www.tamirna.com

Company Facts

UID: ATU68320738
FN / commercial registry no: 406620x
Place of jurisdiction: HG Wien

Banking

SPK Herzogenburg-Neulengbach
IBAN AT34 2021 9000 2107 3911
BIC SPHEAT21XXX