

Cell Therapy Business Development Leader – Tissue Engineering (Req. 1358) Portland, OR

Pure Science. It is the heart of our organization and the DNA of the people who make a career at Invitrogen. Each day, we put the vast potential of biology into action, devising technologies and providing services critical to life science research as well as drug discovery, development and production.

Our labs and offices are infused with entrepreneurial energy and intellectual curiosity that foster questions and answers that produce real-world results in laboratories across the globe. In fact, many of the greatest medical discoveries of the last two decades were made using Invitrogen products, including the discovery of the AIDS virus, advancements in cancer treatment, and the development of tools to assist in stem cell research.

If you too have a passion for science and the business of biotech, please consider this opportunity:

Position Summary

Facilitate and enable Invitrogen's successful drive for leadership in products and services for tissue engineering with an initial focus on driving adoption of skin cell therapy related products from Invitrogen's recent acquisition, Cascade Biologics.

Impact the key metrics of success which will lead to Invitrogen leadership for cell therapy products and services within the Cell Therapy Community, including:

A. Develop sustained technical dialogue with Cell Therapy industry thought leaders with focus on:

1. Capturing detailed information of client core issues such as,
 - Pipeline development priorities and focus areas,
 - Emerging bottlenecks/ pain points,
 - Timelines as related to scientific milestones short-term, intermediate and long-term
 - Key data requirements around pass/fail gates and new technology investments
 - Becoming a trusted advisor at the customer around key decisions involving cells, reagents and single use systems in and around their cell therapy workflow.
1. Identify key decision makers and influencers within each account
2. Identifying solutions, potential projects and or pain points that have custom product and/or service potential
3. Map the decision making process with each targeted opportunity and formulate an actionable plan for developing business relationships
4. Establish decision making timeline
5. Work each section of the technical presentations;

B. Guide the internal team, including

1. Identification of new technologies or best practices for adoption in house- drive the importation of industry best practices
2. Keep the organization focused on customer's issues and core requirements
3. Outline data requirements for the launch of new offerings
4. Support experimental design for testing prospective offerings

RESPONSIBILITIES

1. Support the identification of opportunities, analyze value, and develop scope of work (including technical content for proposal development) for cell therapy related service projects
2. Provide input on the development of marketing collateral, market forecasts, P&L statements, pricing assumptions, and strategic analyses to support business processes.
3. Work with Pan-Invitrogen Model to leverage Centers of excellence with core technologies
4. 50% Overnight Business Travel, including international to cell therapy accounts.
5. Partner with Invitrogen cell therapy and technology platform thought leaders to customize and present Invitrogen technical capabilities to cell therapy customers and at key industry meetings.
6. Proactively network with thought leaders within the cell therapy community, including through appropriate cell therapy professional organizations.
7. Meet financial targets including performance to plan for the Cascade Biologics acquisition, revenue growth at existing accounts and number of new customers converted to Invitrogen.

Education Requirements

Masters or Bachelor of Science in Biological Science or Biochemical Engineering with 10(+) years of process development experience within a cell therapy oriented company.

Experience Requirements

- Senior level technical and operational contacts with cell therapy biotechnology companies, academic medical centers and large pharma/biotech cell therapy business units and ventures.
- Willingness to act as an activist and champion for the cell therapy community across Invitrogen's business units
- Willingness to develop commercial and marketing skills (e.g. building segment growth plans, forecasting, meet plan, build & deploy impactful marketing materials relevant to segment focus, etc.)
- Theoretical and practical working knowledge of molecular biology, genetics, protein expression and cell biology
- Experience in biological process development and manufacturing
- Experience in developing projects and negotiating such processes to a final plan. Experience with negotiating service agreements a plus.
- Present highly complex information to a broad audience in a clear and comprehensible manner.
- Proven written and oral communication skills. Drafted technical documents and present scientific data
- Expertise in planning, scheduling, and the development/ implementation of complex processes, procedures and systems
- Direct commercial cell therapy IND and/or BLA CMC drafting & submission experience - preferably for several cell therapy products

- Understanding of the regulatory approval process for biologicals and therapy products
- Demonstrated thought leadership & advocacy within the cell community (e.g. invited conference presentations, cell therapy society board representation, etc.) & willingness to advocate Invitrogen's role within these communities
- Direct experience in implementing products & services already in or similar to those in Invitrogen's portfolio to advance cell therapies into and through the clinic
- Demonstrated technology commercialization acumen with the ability to spot innovation both internally and externally with blockbuster potential within the cell community

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