



Senior Manager or Director, Business Development, Virica Biotech

About Virica

Virica Biotech, Inc. is a young, hyper-growth biotechnology company. Our technology reduces the cost of goods for vaccine and gene therapy manufacturers and improves the efficacy of gene therapies and oncolytic virus therapies. We are keen scientists and energetic business leaders, looking to build a nimble company with solid roots. Check us out at www.viricabiotech.com.

About the Role

We are seeking a highly motivated and experienced sales professional as we grow our business development and sales team. This capable individual will be a major contributor to acquisition of new clients for Virica's manufacturing reagent business. Responsibilities include participation in developing and executing Virica's sales strategy to a number of critical customer segments including large industry players. The role will hold and maintain the client relationship through all phases, with the goal of closing a commercial transaction. The role will have a lot of autonomy and will report to the Chief Business Officer of Virica.

Requirement Qualifications:

- 5-10 years of experience in business development or sales with a track record of independently closing deals
- Substantial biological sciences expertise required (biologics manufacturing or services experience strongly preferred).
- Strong network within the contract manufacturing, large players developing cell and gene therapy communities a significant advantage
- Knowledge and experience with CRM tools and sales process implementation an asset
- PhD and/or MBA preferable

Requirement Skills:



- Strong organization skills and ability to prioritize well while working on multiple projects
- Energetic approach to new challenges and high self-motivation
- Ability to work independently and as part of a virtual team
- Clear and concise communication, ability to communicate at multiple levels (technical and management)
- Ability to both grasp and explain scientific and business principles

Key responsibilities will include but are not limited to:

- Source and triage sales and business development opportunities within the cell and gene therapy or vaccine markets, including contract manufacturers or other potential clients for Virica’s manufacturing reagent business, using existing network, warm referrals, cold outreach, etc.
- Build out a strategy for producing a pipeline of opportunities, marketing programs and materials, with a focus on large pharma manufacturers
- Responsibility for full client lifecycle management, from outreach and original transaction or sale to relationship management and expansion
- Support identification and negotiation of larger, strategic partnerships as appropriate
- Communicate with Virica’s technical team in order to develop and update materials for business development and support client communications
- Actively pursue and identify value-creating opportunities

Working Conditions:

The successful candidate will be required to work remotely or at an available office space in Toronto, or at such other locations as may be mutually agreeable. The Employee shall supply their own mobile phone. Virica will provide a laptop and required computer software for the duration of the employment term.

Travel:

Candidates should be willing and able to travel to global destinations as required, up to 50% of time (at a time when permissible and according to relevant COVID-related restrictions)



Compensation:

Commensurate with experience and education, with generous benefits package, and opportunities for professional development.

Only candidates that best match the job description will be contacted. However, we thank you for your interest and invite you to visit our website for future opportunities should we not move forward with your candidacy for this role.

Contact:

Ella Korets-Smith eksmith@viricabiotech.com, Chief Business Officer