



## Vice President of Sales

**Job Type:** Full time, Permanent

### About Virica

Founded in 2018, Virica Biotech has pioneered a new product category (termed Viral Sensitizer, VSE), to address fundamental bottlenecks in the production of viral-based vaccines and oncolytic viruses, as well as gene and cell therapies. We are a diverse group of scientific and business development professionals with expertise in virology, high-throughput screening, design of experiments, and commercialization.

Virica offers an exciting, fast-paced, and positive work environment. Virica is seeking to add an experienced, dynamic and highly motivated Vice President of Sales to our growing organization!

Check us out at [www.viricabiotech.com](http://www.viricabiotech.com).

### About the Role

This position is responsible for evolving and executing on Virica's business development and growth strategies. They will act as a member of the management team, directing business development and sales strategy and supporting growth of the business development team. The responsibilities will include but not be limited to the management and mentoring of the Business Development team, outreach to clients and prospects and negotiating and closing transactions. The role will build and maintain client relationship through all phases, with the goal of closing and growing major commercial accounts. The role will be a key contributor to marketing and client success and business growth.

### Salary

Commensurate with experience. Includes a with generous benefits package, family leave provisions, and opportunities for professional development.

### Duties and Responsibilities:

- As part of the management team, lead the development and execution of the sales strategy and plan for the Viral Sensitizer technology
- Support the annual development of the financial plan, targets, and key performance indicators for the sales team, including tracking and reporting quarterly
- Manage and help further build the sales team to meet company's sales targets
- Support the sales team on prioritization, sourcing, negotiating, and closing high-potential business
- Support identification and negotiation of larger, strategic partnerships as appropriate
- Build out a robust technical sales and support function, in collaboration with Scientific Operations, in order to facilitate conversion to long term supply agreements and strong customer support

### Required Qualifications:

- Minimum of 10 years' experience in business development or sales roles



- At least 5 years of experience and track record managing and building high performance, fast growth sales teams, building and implementing sales strategies and meeting targets
- Substantial experience in complex, technical sales, biological sciences specific expertise preferred
- Track record of negotiating and closing complex, technical, long-term transactions
- Track record of strong relationships with clients based on knowledge and trust
- Strong network within the contract manufacturing or gene therapy development community is significant advantage
- MBA an asset

#### Required skills:

- Organization and clear thinking
- Ability to manage fast growing, high performing teams
- Energetic approach to new challenges and 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 mentor and motivate junior members of the business development team
- Ability to both grasp and explain scientific and business principles
- Prioritization multi-task on several projects

#### Working Conditions:

The successful candidate will be required to work remotely in Ottawa or Toronto, Ontario, in addition to available office space, 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

Candidate should be willing and able to travel to global destinations as required, up to approximately 25% of time

#### Contact

Please forward a copy of your CV/resume (not to exceed two pages) and a cover letter, if you wish, to our Manager of HR and Corporate Compliance at, [frenaud@viricabiotech.com](mailto:frenaud@viricabiotech.com)

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