



Senior Account Executive

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 ambitious, and highly motivated Senior Account Executive to our growing organization! Check us out at www.viricabiotech.com.

About the Role

This position is responsible for implementing and supporting the refinement of Virica's sales and customer support programs and is accountable for client acquisition and retention milestones and sales targets.

Salary

Commensurate with experience and education, with generous benefits package and company options, family leave provisions, and opportunities for professional development

Duties and Responsibilities:

- Source high-potential business development opportunities with contract manufacturers, product developers and other clients (network, conferences, inbound opportunities).
- Coordinate and perform outreach, negotiations, agreement drafting and closing as well and follow up post agreement and future contracts (full relationship lifecycle management)
- Support the refinement of Virica's, sales and customer support programs as well as participate in crafting marketing messaging and approach
- Support the identification and negotiation of larger strategic partnerships, as appropriate.
- Communicate with Virica's technical team to develop and update materials for business development and support client communications.
- Contribute to training and mentoring of junior BD staff.

Required Qualifications:

- 7+ 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

Required 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
- Ability to prospect into new and existing accounts; high comfort level with cold outreaches

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)

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

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