**Job Openings**

Biocytogen was founded in 2008, with three affiliates in US and China. We are one of the global leaders in the production of genetically engineered animal models, preclinical *in vivo* efficacy studies and pharmacological services. We have developed two excellent platforms: 1) custom gene targeting service platform, which features our innovative CRISPR-based Extreme Genome Editing (EGE®) technology. EGE® technology increases large fragment knockin efficiency by 10-20 fold for multiple gene editing models including cell lines, rats, mice and other species at low cost. 2) Immuno-Oncology preclinical study platform, which is comprised of humanized immune checkpoint mouse models (e.g. B-hPD-1 mice) and immunodeficient animals with human immune system reconstruction (B-NDG mice). These models are very useful for *in vivo* efficacy studies that directly evaluate antibody and compound candidate drugs targeting specific human immune checkpoints at various stages of your drug development. Biocytogen has established a global customer network in North America, Europe, Asia and Australia. We welcome you to join us to make a stronger and better Biocytogen!

1. **BD Director**  
**Major Responsibilities:**

- Develop and implement strategic sales plans to achieve corporate goals in the assigned market.
- Formulate plans to capture business opportunities, then analyze opportunities and troubleshoot when necessary.
- Contact prospective customers/partner companies to further explore business opportunities and manage negotiations.
- Develop and maintain key business relationships across a broad sphere of influence, both internally and externally.
- Master the cutting edge progress and trend of the related preclinical research and provide insight/support to Biocytogen study groups.

**QUALIFICATIONS**

- Ph.D./MD degree in the biomedical field with pharmaceutical or CRO work experience and knowledge.
- 2+ years of relevant business experience (pharmaceutical, biotech).
- Ability to manage a team with different levels of experience.
- Strong knowledge in immunology and oncology.
- Ability to communicate, present and influence all levels of the organization, including executive and C-level.
2. BD Manager
Major Responsibilities:

✓ In charge of the business development in the assigned territory and achieve the sales plan
✓ Actively reach out to prospective customers, build and manage the database of leads with different priorities.
✓ Explore business opportunities, manage negotiations and secure contracts.
✓ Give presentations on Biocytogen’s services and products to small or large groups.
✓ Organize marketing/sales events, including trade shows, vendor shows, symposiums and other professional gatherings.
✓ Efficiently and professionally answer inquiries about Biocytogen services and products.
✓ Provide antibody in vivo efficacy and gene targeting service quoting guideline to the leadership team based on market evaluation and competition.

QUALIFICATIONS

✓ Ph.D./MD degree in the biomedical field or master’s degree with 2+ years of pharmaceutical or CRO work experience.
✓ Exceptional sales skills, ability to establish and maintain strong, trusting customer relationships.
✓ Strong verbal and written communication skills.
✓ Familiar with antibody in vivo efficacy studies and in vitro assays is a big plus.
✓ Knowledge of gene targeting/genome editing technologies is a plus.

3. BD Associate
Major Responsibilities:

✓ Actively reach out to prospective customers and collect relevant marketing/sales information.
✓ Work with senior BD members to plan and execute marketing/sales events, including trade shows, vendor shows, symposiums and other professional gatherings.
✓ Efficiently and professionally answer inquiries about Biocytogen services and products.
✓ Prepare and provide general marketing/sales materials and documents to potential customers.

QUALIFICATIONS

✓ Master’s or Bachelor’s degree in the biomedical field.
✓ Strong verbal and written communication skills.
✓ Knowledge of gene targeting/genome editing technologies is a plus.
✓ Ability to articulate the distinct aspects of Biocytogen’s products and services.
✓ Proficient in Microsoft office software.
4. Marketing/Sales of Gene Targeting Services

Major Responsibilities:

✓ Achieve corporate marketing/sales goals in the assigned territory.
✓ Clearly communicate gene targeting principles and services to senior scientists.
✓ Conduct marketing surveys and develop marketing strategies.
✓ Visit laboratories, attend trade shows, manage customer databases.
✓ Create and prepare material via graphic design.
✓ Support website, social media, and online business promotion.
✓ Manage business calendar of events which includes conference seminars and vendor shows that promote our business.
✓ Prepare promotional and advertising materials for marketing and brand building.

QUALIFICATIONS:

✓ Ph.D. or Master’s degree in biological sciences or a related field.
✓ Strong interest in Marketing/Sales with a strong motivation to learn advances in biotechnology.
✓ Work experience in the gene-targeting field and knowledge of preliminary experiment design is a plus.
✓ Strong written and oral communication skills.
✓ Willingness to travel (including lab visiting and trade shows).
✓ Experience in data analysis is a plus.
✓ Knowledge on media design is a plus.

Please send CV to info@biocytogen.com OR hr@biocytogen.com