



## Junior New Business Development Manager, Drug Discovery Services, Europe (m/w/d)

*Proteros is a privately held biotech company with a strong focus on technically challenging drug targets for small and large molecule drug discovery. Co-founded in 1999 by Nobel Laureate Prof. Robert Huber, the company has established a global service business with a proven track record of 100+ pharma and biotech partnerships in US, EU and JP. Proteros' Structural Biology is a top tier group in x-ray crystallography and cryoEM working on challenging drug targets including large protein complexes, DNA binding proteins, biologics, lipid kinases, proteases, membrane proteins and kinases. Proteros' Protein Science team uses a highly industrialized protein production platform and a broad range of analytical methods to provide high quality recombinant proteins for drug discovery research. Proteros' Biochemistry/Biophysics team runs tailor-made screening cascades and target-ligand-interaction analyses for the identification and optimization of novel drug candidates.*

### Your Responsibilities

- Create new business in Europe in the field of early drug discovery services in particular in the context of: cryoEM, Biologics, Integrated drug discovery, Screening, Crystallography, Protein Supply, Biophysics
- Explore and develop business out of EU Biotech Hubs (UK, BNL, CH)
- Participation and business creation as part of conferences, roadshows, webinars
- Meet and exceed European Revenue budget

### Your Profile

- Ideally Master in Biology, Life Sciences or equivalent (Ph.D. a plus)
- First experience in business development, sales development, key account management in a Life Science Industry preferable CRO and Drug Discovery Services, experience with CRM System
- Good understanding of recombinant protein production, biologics, crystallography, cryoEM, assay development and screening market
- Solid presentation skills of scientific continent for the purpose of business creation
- Well established customer network in the drug discovery market in Europe, valid driving licence and willingness to travel Europe ~ 50%
- Experienced with networking through social-media (Linked-in), conferences, webinars, virtual partnering meetings
- Proven track record in business development

### Our offer

- an innovative profession in an exciting industry
- an inspiring working atmosphere as fertile ground for your further development
- a comprehensive training that prepares you optimally for your area of responsibility
- multicultural teams and an open corporate culture

### Have we piqued your interest?

Then we look forward to receiving your informative application documents, stating your salary expectations and possible start date

#### Proteros biostructures GmbH

Human Resources  
Bunsenstr. 7a, 82152 Martinsried  
[career@proteros.de](mailto:career@proteros.de)  
+49 89 700761-0  
[www.proteros.com](http://www.proteros.com)