Business Development Director, Advanced Biomaterials

Position Summary:

Reporting to the Vice President of Business Development & Marketing, the Business Development director is responsible for establishing and growing Secant Medical’s Advanced Biomaterials partnerships and sales. This position will have specific focus on growing Secant Medical’s footprint within the medical device/pharmaceutical industry with responsibility to identify and penetrate early stage medical device research. An aggressive, disciplined approach to developing partnerships with a strong emphasis on near term results while planning for long term relationships is needed. The Business Development Director is also responsible for penetrating new accounts, aggressively identifying and qualifying new business opportunities to develop a strong sales pipeline of product development projects. This position is tasked to build industry recognition by developing relationships resulting in opportunities to generate new business.

Responsibilities:

• Identifies and pursues potential new business and develops leads into prospects; establishes contacts at the appropriate level within an organization
• Analyzes business needs of prospect; understands Secant Medical’s capabilities to propose solutions
• Contributes and identifies new designs or techniques to solve technical challenges or improve existing products or processes throughout the feasibility development and production phrases
• Partners with a team of engineers and designers to assist in developing solutions; demonstrates solutions to prospective clients
• Coordinate technical projects and participate in strategic discussion amongst peers, management, clients and/or contractors
• Expands client relationship through all levels of the client’s organization in order to secure new business
• Works closely with project team to penetrate accounts and develop quotes

Qualifications:

• Bachelor degree preferably with a concentration in Science or Engineering discipline
• A minimum of ten (10) years related experience in a business development or process/project related engineering role, preferably dealing with new technology in the medical device or pharmaceutical industry
• Demonstrable portfolio of contacts and relationships in the medical device industry with proven track record of success in developing and closing deals
• Proven success in finding new opportunities, selling new technology and establishing research partnerships
• Working knowledge of a variety of medical device manufacturing techniques, cGMP and ISO 10993 & 13485 is preferred
• Experience working with polymeric material preferred
• Travel is required

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