



Business Development Manager – North America

About Optibrium

Founded in 2009, we are a fast-growing technology company developing innovative software and AI solutions for drug discovery. Optibrium has headquarters in Cambridge, UK, with offices in the Boston and the Bay Area, USA. Our solutions enable industry-leading drug research for our worldwide customer base, including many top-10 pharma and innovative biotech companies. A recent private equity investment round further supports our growth and expansion in AI-based drug discovery solutions.

About the Position

The Business Development Manager for North America will cover the full business development lifecycle, proactively finding and following up on leads, running the sales process and ongoing account management. As part of our commercial team and with support from colleagues in application sciences, research and legal, you will be responsible for growing our customer base, retaining current accounts and meeting revenue targets. You will work with organisations ranging from multi-national companies to early-stage start-ups, leveraging your background from chemistry, biology or related life sciences, your understanding of computational approaches, and experience from a previous business development role to build new relationships.

The successful candidate should be based in the Boston, MA, San Francisco, CA or San Diego, CA areas with regular travel to customer sites and conferences (up to 25%) across North America and to our headquarters in Cambridge, UK. US citizenship or work authorisation is required.

Responsibilities and Objectives

- Identify and validate new opportunities to expand our customer base and develop new relationships, especially within the vibrant biotech community. Leverage your network and use inside sales, databases, networking events and other resources to identify new leads.
- Independently plan and perform the sales process, managing multiple opportunities and projects simultaneously. Take a detail-oriented approach to track opportunities in our CRM platform and organise the related documents.
- Develop a comprehensive understanding of our software products and their value to research organisations within the pharmaceutical and related sectors. Demonstrate the software workflows and the value they bring via in-person or web-meetings with customers. Work with Optibrium's subject-matter experts where appropriate.
- Proactively support existing accounts, nurture customer relationships, and generate additional business opportunities for license expansion and cross-selling. Work with our application science team to offer customer training.
- As part of the commercial team, contribute to developing the commercial strategy and campaigns.
- Provide timely feedback to our UK-based product development team from customers regarding bugs or potential feature enhancements to guide future product development and communicate progress to customers.
- Represent Optibrium at trade shows, partnering meetings and other conferences.

If you're interested in joining a growing, entrepreneurial team working in an exciting field, please apply with a CV and covering letter to vacancies@optibrium.com (unsolicited applications from agencies will not be accepted).