

We're hiring!

BD Director to build industrial biotech partnerships

Business Development Director for Copenhagen-based biotech company

Application deadline: May 6, 2018

Join us in pioneering industrial biotech

Synthetic biology is the new frontier of innovation and evolution. Digital transformation is a buzz word today, but synthetic biology will change the world of tomorrow. Dramatically reduced cost of reading and writing DNA has started a wave of innovations, which use microorganisms as factories to replace chemical production but also to produce products, not previously imaginable.

Biosyntia is a thriving and growing 20 people biotech startup, located in Denmark, Copenhagen. Our vision is to build highly competitive fermentation processes to replace chemical production. With our fermentation process, we produce ingredients which can replace their chemical counterparts by lower cost, better functionality and being more sustainable. Currently, our product development pipeline is focused on novel additives, in particular vitamins and antioxidants for the food and feed markets. However, our technology is not restricted to these markets but can be expanded into markets for e.g. agriculture, enzymes, materials and pharma.

Our company excel at strain engineering and are starting to build capabilities within process upscaling. We have a proprietary technology, which enables us to discover solutions not previously possible. Therefore, we have a clear competitive advantage in the rapidly developing global synthetic biology market.

A Business Development Director with a strategic mindset and ability to execute

Our challenge is to keep up with innovation. As we are dramatically expanding the technical option space, we need more resources to convert this into commercial successes. We are therefore looking for an experienced and entrepreneurial business developer, who is motivated by and capable of converting technical opportunities into concrete partnerships.

The BD Director will report directly to the CEO and with responsibility for building future business within defined areas. Our target customers are globally anchored, so your market place will also be global. Hence around 50 travel days per year going to Europe, North America, South America or Asia should be expected.

The candidate will be a sparring partner to the CEO and therefore participate in shaping the commercial strategy while also executing it. The BD team today counts the CEO, the new BD Director and two part-time business analysts. Detailed technical partner discussions are supported by R&D.

The overall responsibilities:

- Conceptualize and prioritize new opportunities in collaboration with R&D
- Analyze the market need in terms of competing technology and customer landscape
- Understand unit economics and hence value creation of the solutions
- Identify new partners and build relationships with key stakeholders
- Pitch the solutions to both R&D professionals and commercial executives
- Close partnership contracts, which will include value sharing models and IP
- Spare with the CEO and the management team on strategic decisions

The expected qualifications:

- Previous responsible for leading commercialization of biotech solutions
- Responsible for closing partnership agreements such as JDAs or similar
- Structured and conceptually thinking while being pragmatic and action-oriented
- Able to evaluate technical and commercial relevance of solutions
- Holds a commercial degree, preferably within strategy, business development or finance
- Preferably holds a science degree related to metabolic engineering, alternatively has a good conceptual biotech understanding
- Strong track-record of top-performance in previous positions
- A positive spirit which is solution and feedback oriented
- Motivated by joining a growing start-up company with its challenges and opportunities

We offer

Our company is recognized as being highly innovative with more than 15 awards, including being one of the most innovative SMEs in Europe. We have a very international environment with a high ratio of non-Danes. Our company is well funded and have Novo Seeds as an investor. As a small biotech company, we are very agile and have a short distance from discussion to decision to action. Given our size, everyone's contribution is important and can directly impact the future of our company. We aspire to create a work environment which is innovative, high performing, feedback-oriented and positive. We offer a competitive compensation package matching to the candidate's qualifications.

Further Information

Please visit www.biosyntia.com or contact Martin Plambech (CEO) at mp@biosyntia.com.

Application procedure

Applications must be submitted in English as one PDF file containing cover letter, CV and optionally references and recommendations. Applications should be sent to joinus@biosyntia.com. Make sure to write "BDDIRECTOR" in the subject header.

We very much look forward to consider your application.

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