

Business Development Director

Life Sciences & Medtech (DACH/Europe)

East Asia represents a huge opportunity for European Life Sciences & Medtech companies seeking international expansion. Ageing populations, rising incomes and favourable government policies in China, Japan, Korea and Taiwan are driving demand for the most advanced medicines and treatments.

Intralink is seeking candidates to promote and sell Intralink's specialist East Asia business development and consultancy services to European and, in particular, DACH-based startups, scaleups, SMEs and corporates within the Life Sciences & Medtech and sectors. See [here](#).

The successful candidate will report to Intralink's Head of Life Sciences & Medtech and will work within the company's Life Sciences & Medtech group, which includes business development staff in the UK and the US and project delivery teams in Asia. He/she will build on achievements to date and must be technically credible and able to travel within the DACH countries and Europe (and occasionally to the United States) to meet clients and attend conferences.

Experience and qualifications

- Experienced in sales or general management with a history of working in genomics, biotechnology, pharma or other relevant fields
- BSc/MSc/PhD in biochemistry, cell/molecular biology or similar
- Native/fluent in English and German (and preferably other European languages)
- Based in Germany/DACH or UK
- A self-starter who can operate independently but as part of a global team
- Knowledge of and experience of working with East Asia would be preferable and an advantage, eg. lived and worked in or done business with China/Japan/Korea

Sectors

- Diagnostics, biomarkers and reagents, genomics/next generation sequencing (NGS), cell and gene therapies, software for precision medicine and genomics.
- Medical devices and technology
- Pharma, including CROs

Target geographies

- Priority geographies are Germany, Switzerland and Austria
- Other important markets include the Nordics, Benelux, France, Spain and Italy

Timing

- From October/Q4, 2020

Applications

Please send your application to Graham Barker, Head of Life Sciences & Medtech, at graham.barker@intralinkgroup.com