

**BIOIDENT is the technology leader** in the development of printed semiconductor based photonic lab-on-a-chip solutions for the life science market. The company's core technology utilizes the latest breakthroughs in science and nanotechnology to create a new platform for biosensors. The BIOIDENT sensors are used to produce the world's first disposable photonic lab-on-a-chip solution for next generation mobile analytics applications such as water and food analysis, chemical and biological agent detection, and point-of-care diagnostics. We will address potential customers within the diagnostic and pharmaceutical industry worldwide.

We welcome your application as

## Vice President Business Development

### US based

if you are willing to join a multi disciplinary team of experts and to face the extraordinary challenge and opportunity to work across the border of biotechnology and microsystem technology.

**You will be responsible** for implementing the general strategy for business development in the US, working closely with the CEO and COO as well as your counterparts in Europe. Accountable for revenue and profitability, your specific responsibilities will include:

- To prepare action plans for contact with key influencers and to participate in all phases of deal making: initial contacts, technical presentations, due diligence, business structuring, contract negotiation, and deal closure.
- To implement collaborative research and licensing programs aimed at integrating our proprietary technology into ongoing areas of research and product development of potential diagnostic and biopharmaceutical partners.
- To enhance and expand existing corporate partnerships by maintaining communications, tracking milestones, and identifying additional strategic opportunities.
- To participate in building up an US sales and marketing organization.
- To prepare budgets for revenue and expense lines and to operate within agreed limits.
- To prepare, organize, and participate in scientific presentations, at conferences, conventions, symposia etc.

**This is a key role** for the future of our company and will demand a visible track record of winning new business and generating revenue in a similar role. Further you should enjoy working for both operative and strategic goals. Specific attributes should include:

- MS/Ph.D. in either Chemistry, Biochemistry, Molecular Biology or a related life science. MBA/BA and/or experience in semiconductor industries is a definite plus.
- A minimum of 5+ years within business development in the diagnostic or biotechnology industries.
- Knowledge of the multi-national diagnostic and biotechnology companies with an understanding of the processes to be successful in deal making.
- A good network of contacts in the US, a network in Europe would be an asset.
- Open management style and working best within a small team structure.
- Well-developed organizational skills and proven project management experience.

As a still small but fast growing organization we offer exciting career opportunities. We will provide a competitive remuneration package together with a personal incentive plan. If you enjoy the challenge of working within a dynamic company then please send your CV with covering letter to: [christian.hanke@bioident.com](mailto:christian.hanke@bioident.com).

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