

Commercial Manager

Job Summary:

RoslinCT is looking to employ an experienced and driven Commercial Manager to play a pivotal role in the growth of the company. Based at the Edinburgh BioQuarter, RoslinCT has developed an international reputation as a leading cell and gene therapy contract development and manufacturing organisation.

We are looking for a dynamic, results-focused individual to take on this key role and join our management team. Candidates must have experience and a proven track record in successful business development, including proposal generation, contract negotiation, preparation and management, Intellectual property management and client relationship management. Candidates should preferably have a background in cell and gene therapy or related field, but this is not mandatory.

This is the ideal role for a results-driven, self-starter with the ability to foster positive long-term relationships with stakeholders internally and externally. The candidate will be confident in delivering against business expectations, and who shares our drive for business and customer service excellence.

Job Description:

REPORTING TO: Chief Executive Officer (initially)

KEY RESPONSIBILITIES:

Contract and Proposal Management

- Prepare and cost proposals for new and existing client projects in collaboration with the executive team, to attract new and grow existing customers' business.
- Develop and negotiate clinical supply agreements, statements of work and business contracts.
- Prepare technical work / project plans and programmes and Gantt charts in association with Project and Technical Manager, incorporating resource and budget requirements.
- Manage the company's developing intellectual property portfolio and take the lead of IP negotiations and licensing deals, including clinical pluripotent stem cells licence management.
- Establish and maintain the client database and sales reporting system, capturing leads, fact finds and proposals, working closely with the sales and marketing functions.

- Evolve the internal sales and lead generation processes and ensure the effective management of leads and opportunities.
- Work closely with the COO to monitor project delivery by detailed planning, troubleshooting and collaboration with all stakeholders to deliver on milestones to time, quality and budget.
- Monitor milestone completion and provide notification of completion to finance for invoicing.
- Undertake regular account reviews with the COO and company's senior team. Ensure that the accounts selected have the highest growth potential – ensure that they are actively penetrated & managed to achieve continual growth, retention & achievement of budgets.

Business Development

- Proactively develop key relationships, through technical engagement /advice and building trust in the RoslinCT capability.
- Work closely with the CEO and sales and marketing functions to analyse the customer landscape and develop an effective targeted sales approach across key geographies.
- Work with marketing to build new promotional material and supporting information, including webinars.
- Work with the science, quality and manufacturing teams to generate the necessary material for proposal preparation and customer presentations.
- Facilitate client calls and meetings on and off-site to showcase the business and service offering.
- Ensure a high level of service by being responsive to customer needs.
- Deliver excellence in customer service in line with the company culture and values.

Qualifications:

- A Life Science degree or equivalent professional qualification.

Skills/Experience Required:

The successful candidate will have:

- Extensive experience and a proven track record in business development in cell & gene therapy or related field, a CDMO, IP driven technology or fee for service business.
- Extensive experience in contract negotiations and management.
- Competent at proposal generation and project costing to secure new business.

- Effective IP management skills and experience in licensing deals.
- Demonstrable ability to operate all levels within an organisation.
- A good scientific knowledge of cell and gene therapies or an understanding of biological products/ GMP manufacturing is desirable.
- Excellent report writing and presentation skills with the ability to simplify and clearly present complex information to different audiences. Gathering information from multiple disciplines and sources internally.
- A good scientific knowledge of cell and gene therapies or an understanding of biological products/GMP manufacturing is desirable.

We are looking for a unique individual for this exciting and challenging role that will provide a degree of stretch and growth within the role. The successful candidate will be able to demonstrate the following behavioural competencies:

- A positive, proactive and goal focused approach.
- Leading from the front and the ability to share experience with customers with the whole company – driving strong internal communications.
- Well-developed interpersonal and communication skills, proven capability to manage and influence and maintain effective relationships with potential customers and stakeholders.
- A genuine interest in the needs and requirements of our customers and a passion for great service.
- Emotional intelligence and the ability to read between the lines.
- Excellent customer service skills and the ability to engage with clients at all levels in an open, friendly, yet professional manner.
- Comfortable with the ownership and accountability required business development management in a growing business.
- Good organisational skills to ensure time and processes are effectively managed.
- A strong team player that is keen to learn and share knowledge to develop the whole team.
- A good sense of humour with an open approach to relationships.
- Solution based thinking with a can-do attitude to challenges.
- Embracing and facilitating change as part of business as usual.

As well as being involved in an exciting and expanding company the company is offering an attractive salary and benefits package.

To apply, please send your CV, a covering letter and your salary expectations to jobs@rosinlct.com.

Closing Date: TBC

Salary: Salary Negotiable

Location: Edinburgh and Lothian