



## **Business Development Manager**

LifeArc is the new name for MRC Technology, a medical research charity with a 25 year legacy of helping scientists and organisations turn their research into treatments and diagnostics for patients.

LifeArc is pioneering new ways to turn great science into greater patient impact. It brings together a network of partners to tackle specific diseases and directly funds academic and early stage research. We want to help deliver cutting edge science to benefit as many patients as possible.

Our track record of success has given us the financial power to think differently and invest in the health changes we really believe in.

The role will have three main purposes, firstly to source new and early stage projects from the academic sector; secondly to identify strong commercial partners and establish productive collaborations; thirdly to out-license or partner assets generated from the activities of the Centre for Diagnostics Development.

The ideal candidate will be a 'self-starter' able to take initiative and work with minimal supervision. You will have good interpersonal skills, be extremely well organised with experience of using CRMs and other business software tools. You will have excellent understanding of the Dx sector, the technologies and the science behind Molecular Dx tests.

You will have significant diagnostics industry experience in a product development, marketing or sales role. Experience of selling into or working with the NHS. Experience of identifying market needs and working with KOLs to understand the needs of the medical community and patients.

You will preferably have a PhD in life sciences or a masters with significant experience (at least 5 years) in the diagnostics industry.

Your salary will be determined by qualifications and experience. In addition, LifeArc offers a defined contribution pension scheme, private health insurance, a flexible benefits scheme and 31 days paid holiday per year.

LifeArc is committed to the principles and practices of equal opportunities and to encouraging the establishment of a diverse workforce. It is our policy to employ individuals on the basis of their suitability for the work to be performed and their potential for development, regardless of age, sex, race, colour, nationality, ethnic or national origin, disability, marital status, pregnancy or maternity, sexual orientation, gender reassignment, religion or belief. This includes creating a culture that fully reflects our commitment to equal opportunities for all.

To apply please email your CV and covering letter explaining why you want to work for LifeArc to: [recruitment@lifearc.org](mailto:recruitment@lifearc.org)

Closing Date: 1 April 2019

This will be based:  
Nine  
Edinburgh BioQuarter  
9 Little France Road  
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EH16 4UX