

# Business Development Manager

BioClavis Ltd – Glasgow, United Kingdom

## Job Description

BioClavis is a rapidly growing personalized diagnostics spin-out of US-based BioSpyder Technologies. We're looking for a team member to contribute to this growth through the addition of new business and strengthening existing client relationships. The business development manager will report directly to the General Manager and balance responsibilities for managing ongoing UK/EU projects and delivering growth of the company's TempO-Seq services.

### How you'll spend your day:

In our dynamic environment, there is no typical day. So, this is a perfect environment to learn, stay excited and contribute. You will be a core member of the team driving and refining the business strategy. You'll use your technical experience, BD expertise and intellectual curiosity to be a productive team member with internal colleagues, external partners and customers. On days when you're not travelling, you'll decide between working remotely and in the office depending on what tasks need attention.

We're new, ambitious, set to grow rapidly, and seeking similarly motivated and talented individuals to join the team.

### Key Activities and Responsibilities:

- Deliver new business for the company's contract research services (using the proprietary TempO-Seq assay) in-line with set targets.
- Manage a widespread geographical territory to support existing clients, build strong relationships, and help them expand the studies they undertake by demonstrating value from a new technological approach. This will include regular proactive communication during projects and engaging in technical discussions as a crucial first-line touchpoint for clarifying results and resolving minor issues.
- Support scientific collaborations along with internal researchers to ensure productive relationships and strategic alignment of these projects.
- Be a key "face" of the company. Organise prospective client meetings and deliver business development presentations, in collaboration with management and scientists as necessary. Host on-site client visits, and represent BioClavis at conferences and events.
- Liaise with BioSpyder (US-based sister company and important supplier) regularly, to provide product/technology/market feedback, accurate forecasting, and to ensure strategic and tactical alignment.
- Incorporate input from internal operations team and management to deliver high quality proposals, and negotiate study contracts.
- Communicate regularly with senior management to enable accurate forecasting and input to the strategic planning process, including participation in the development of business plans
- Assist in the production of marketing materials as needed.

## Desired Skills & Experience

In order to successfully fill this post, the successful candidate must have excellent technical, communication and presentation skills, be highly adaptable and independent. A background in Molecular Biology or Biochemistry (preferably with advanced degree) is essential to communicate well with customers and to be an effective advocate for them within the organization. Prior experience working with ISO or GLP accredited

services is a strong advantage as we are developing our quality system. Familiarity with drug development and high content screening markets is a plus.

Previous experience in business development or client management or applications/technical support is necessary. The individual must demonstrate drive, energy and enthusiasm for the transcriptomic services offered by the company and must be able to effectively communicate the benefits to the clients. Experience within the commercial sector is desirable but not essential.

Also be willing to work remotely from a home office (and/or in the BioClavis office) and undertake considerable travel (at times >50%) in order to meet clients as the geographical market is widespread, covering UK and EU.

## **Company Description**

BioClavis is a Glasgow-based personalised diagnostics spin-out of US-based BioSpyder Technologies. We're enabling the full promise and clinical utility of 'omic testing to deliver cost-effective care for individual patients in coordination with and context of the practical realities in today's healthcare systems. BioClavis leverages the proprietary TempO-Seq® transcriptomic/genomic platform technology (developed by BioSpyder), capable of efficiently analysing large cohorts with customizable biomarker panels of tens to thousands of genes, quickly and inexpensively. It has critical usability features, controls, and does not require specialized instrumentation, ideal for expansion into the clinic. These strengths—in concert with centralized patient samples, clinical research partners, and economic decision making—allow accelerating content discovery, product development and adoption of a new generation of cost-disruptive precision medicine testing worldwide.

At the same time, TempO-Seq—as a broadly applicable molecular profiling assay—has been rapidly adopted by several government/regulatory groups, pharma companies and academic researchers for in vitro screening. We provide pre-clinical services to profile in high throughput an essentially unlimited multiplex (up to whole transcriptomes), enabling applications cost-prohibitive with technologies like arrays, qPCR, and sequencing. As such, it is now practical to provide a genomic/transcriptomic endpoint from 96 or 384 well cultures to add valuable biological insight in addition to other HCS endpoints.

-- Send inquiries and/or CVs to [hr@bioclavis.co.uk](mailto:hr@bioclavis.co.uk) --