



Company: Champions Biotechnology, Inc.

Title: Preclinical eValuation Sales Representative

Department: Business Development

Salary: Competitive with Sales Performance Related Bonuses

Education: Minimum of Masters Degree in Biology / Pharmacology or similar Life Sciences field, MBA a significant advantage

Experience: Minimum 5 years experience in developing commercial relationships with medium to large Pharma and Biotech companies leading to sales of services in the area of preclinical and clinical development enabling technologies, proteomics and genomics tools, molecular diagnostics and systems biology, etc.

PRIMARY FUNCTIONS AND RESPONSIBILITIES:

- Reduce to practice and execute the company's marketing and sales strategy for its preclinical technology platform as a service to biotech/pharma drug developers. Manage the follow up processes with the various contacts in the leads database.
- Target potential biotech/pharma clients by generating and developing leads into business opportunities.
- Communicate with pharmaceutical and biotechnology companies to present the Company's preclinical platform. Manage the marketing collateral to be used in various marketing campaigns.
- Coordinate meetings and presentations between Champions senior scientists and target companies' decision makers.
- Prepare business proposals working closely with VP of Scientific Operations.

SKILLS AND ABILITIES:

- Proven track record in generating sales of preclinical and clinical development tools and technologies to medium to large pharma and biotech companies.
- Extensive experience in managing and driving rapid growth of innovative service offerings.
- Extensive knowledge and understanding of the preclinical and clinical drug development process.
- Knowledge of cancer genotypes and tumor characterization including: gene expression profiling, oncogene mutations, comparative genomic hybridization (CGH), and proteomics.
- Demonstrated ability to interpret and communicate scientific data to internal and external colleagues.
- Demonstrated ability to work effectively and productively in a team-oriented environment while maintaining a strong sense of integrity and confidentiality.
- Creative problem-solving skills and the ability to exercise sound and accurate judgment in making timely decisions.
- Superior planning, organizational, computer, written and verbal communication skills and possess the ability to network and negotiate effectively.

- Demonstrate accountability and responsibility for own work, observe safety and security procedures.

EDUCATION AND EXPERIENCE:

- Masters degree in Biology / Pharmacology or similar Life Sciences field (MBA a significant advantage)
- Minimum 5 years experience in developing commercial relationships with medium to large Pharma and Biotech companies leading to sales of services in the area of preclinical and clinical development enabling technologies, proteomics and genomics tools, molecular diagnostics and systems biology

WE OFFER:

- Competitive compensation and benefits
- Committed team environment
- Daily interaction with the world's leading experts in cancer treatment and drug development

Interested candidates are encouraged to call Champions Biotechnology at 480-289-7880, fax resumes to 480-289-7884 or email resumes to career@championsbiotechnology.com.

For more information regarding Champions Biotechnology, Inc. please visit www.championsbiotechnology.com.