



# INTELLIGENT PHARMA

Developing solutions. Discovering drugs.

Intelligent Pharma, a company focused on computational chemistry for drug discovery located in the Barcelona Science Park and several other international locations has opened a new position:

## SCIENTIFIC BUSINESS DEVELOPMENT

- To prospect for new clients world-wide
- To lead the sales process: defining scientific projects and drafting compelling budgets and proposals that meet the needs and expectations of our clients
- To negotiate service contracts and manage contractual requirements after signature
- To manage the scientific relationship with our clients
- To collaborate and lead multi-disciplinary project teams from other departments
- To represent the company at world-wide scientific and partnering conferences
- To identify market needs and translate these into technologies and features that are aligned with clients' needs and emerging markets

## REQUIREMENTS

- Native or excellent level of English. Day to day work and contact with clients is predominantly in English, so you need to feel comfortable
- PhD in Chemistry or the Life Sciences
- Excellent communication skills, well organized and collaborative 'team approach' to working
- Availability for domestic and international travel

## Advantageous

- A background in computational chemistry or biology would be appreciated as well as an understanding of the pharmaceutical industry and drug discovery
- Basic experience in a commercial environment would be appreciated but is not essential; we are looking for people with potential

## WHAT WE OFFER

- Full time contract with flexible working conditions
- A fast paced, dynamic and collaborative environment, with a talented group of multi-disciplinary professionals (chemists, mathematicians, computer science engineers, biologists, bioinformaticians)

- A truly innovative company that has been recognized with many prizes for innovation and technology
- The opportunity use your ideas to directly influence the product strategy and growth of the organization
- Training and professional development

Please send your CV and covering letter to [rrhh@intelligentpharma.com](mailto:rrhh@intelligentpharma.com) before 31<sup>th</sup> January 2018. In the covering letter please describe how you meet the requirements of the role and your interest in joining our team. For this role we are looking for potential, so if you lack experience please explain your interests in the role and what you can bring, we will provide thorough training.

After the closing date we will review CV's and invite selected candidates for a preliminary round of telephone interviews. Shortlisted candidates will be invited for a second interview (telephone or face to face) with the team during the first weeks of February. Will always try to provide useful and constructive feedback to our candidates and appreciate the time taken to apply for the position and your interest in our company.