

Director of Business Development

Intact Genomics (IG®) is biotech startup in St. Louis, Missouri and a worldwide leader in large DNA fragment cloning and metagenomics related technologies. Since 2013, the company has developed more than 100 high-quality life science products. Its patented technology called “Fungal Artificial Chromosomes” (FAC) has great potential in natural product and drug discovery.

Intact Genomics has an exciting opportunity for a Director of Business Development to join our team now. Prospective candidates will help the company expand and bring the business to a higher level.

Responsibilities Include, But Are Not Limited To:

- Work closely with the company’s leaders and senior scientists to identify growth opportunities, develop new products development plan, marketing strategies, and quality control system.
- Develop a sound, achievable, comprehensive fundraising strategy to meet the goals set by the management team. Raise capital by communicating directly with potential investors and strategy partners through phone calls, emails and meetings. Obtain investment and other collaborations with venture capital, pharmaceutical and agriculture firms.
- Proactively contact existing and prospective customers/collaborators to establish and develop key relationships and grow new business revenue with biotech, agriculture, pharmaceutical corporations, academic universities, and research institutes.
- Make presentations and recommendations to potential investors, the media, collaborators, customers, shareholders, and the senior management team.
- Participate and lead in marketing writing and press release drafting. Support the negotiating team in drafting and negotiating term sheets and contracts.

Education / Qualification Required:

- Bachelor’s degree in Finance, Marketing, Business Management, Biology, or related field.

- At least 5 years of work experience in finance, business management or communications. Experience in the life sciences or other high-tech industry is strongly preferred.
- Proven track record of success in raising capital through venture capital, private/public offering deals, M&A transactions, and developing partnership deals.
- Outstanding financial and analytical skills and excellent written and verbal communication skills. Experience in creating investor presentations, scripts and press releases
- Professional maturity and the ability to create and sustain productive relationships with internal and external co-workers
- Ability to discretely and professionally handle confidential business information and relationships.
- Prospective candidates should be results focused, self-motivated, and have a strong winner mentality. Willing work hard to achieve goals.

How to apply:

Interested candidates should submit a cover letter, resume, two references to Dr. Charles Wu, CEO of Intact Genomics, email: cwu@intactgenomics.com, or apply online at www.intactgenomics.com.