



Job Opportunity

LIFE SCIENCES BUSINESS DEVELOPMENT MANAGER (Pharma, Biotech, Bioanalytical, Medical Devices)

Activation Laboratories Ltd, a private contract testing laboratory in Ancaster, Ontario is seeking a full time BD Manager for our Life Sciences Division. This position reports to the Director, Life sciences Division.

The primary responsibility is to capture new business and maintain business with existing customers. This will be done through direct communication, site visits and at business networking functions and trade conventions. Equally important is the identification of new opportunities at points of contact and implementation of these new technologies or services.

This is an exciting opportunity for anyone who has the technical background with managerial experience to join an established and growing company. At Actlabs, we are committed to rewarding and retaining talented people who are passionate about making a positive impact in their professional and personal lives.

Responsibilities:

1. Sell services to pharmaceutical and biotechnology customers and grow this market area.
2. Visit with new and existing customers.
3. Exhibit at trade shows and attend Industry relevant networking events.
4. Manage customer expectations regarding service delivery.
5. Create and give client and conference specific presentations.
6. Design/develop marketing media by way of email, mail, website, handouts/brochures, posters, and conference displays.
7. Identify, evaluate and procure profitable technologies and services.
8. Create monthly reports on progress achieved and yearly business plans.
9. This job requires some travel throughout North America
10. Interact with Life Sciences Operations manager and other department managers to ensure that services are being delivered in requisite time with required quality for pharma/biotech customers
11. Pricing of pharma/biotech/bioanalytical and medical device services.
12. Business Development functions needed for the commercialization of in house R&D projects within the Life Sciences.

Qualification:

1. Bachelor of Science
2. Scientific education and in chemistry, pharmaceuticals/biotech or related science.
3. Minimum 3 years Business Development experience in a GMP or ISO17025 environment.
4. Solid understanding of Pharmaceutical Business, and GMP / GLP guidelines.
5. Excellent organizational, communication and managerial skills
6. Strong technical writing and computer skills.

We welcome application from all interested individuals, however, only those applicants selected for an interview will be contacted.

Interested candidates please send your resume to Felyce Hoffman, Manager Human Resources, Ancaster Laboratories Ltd., 1336 Sandhill Drive, Ancaster, ON, L9G 4V5; FHoffman@actlabs.com no later than July 23, 2010