Nanome

Position: Business Development Associate

We are searching for a candidate with a proven track record of sales talent to help us drive Nanome's growth in the biotech and pharmaceutical industry. The candidate would be proactive in searching for new prospects, build the pipeline, and schedule discovery meetings to assess interest and understand the potential customer's needs and processes.

Responsibilities include:
- Promote Nanome and generate leads for new business
- Prepare and distribute material to potential customers
- Participate in booth setups for conferences and other marketing activities
- Collaborate closely with product management and sales
- Become thoroughly familiar with the benefits Nanome offers to deliver compelling demonstrations that display the product's value proposition
- Assess the potential of new customers and plan to realize it into business
- Assess and analyze customer needs and respond to customer enquiries

Requirements:
- Experience in a biotechnology, pharmaceutical, or enterprise software environment
- Bachelor degree in Psychology, Communication, Business or related field
- Excellent interpersonal, written, and oral communication skills
- Strong problem-solving and organizational abilities
- Ability to work independently with minimum supervision
- Experience working with and generating content for a scientific audience
- Self-motivated, collaborative, and highly analytical
- Willingness & ability to travel

Preferred:
- Experience in global business development
- Experience selling software to directors of life sciences companies that conduct drug discovery R&D.

If interested, please send us your resume via email to jobs@nanome.ai

About Nanome:
Our virtual reality software for molecular modeling and simulation that allows users to manipulate molecular structures with their hands and collaborate with anyone in the world. Our users range from top pharma companies, biotechs, graduate-level research labs, to entry-level chemistry classes. We are an early stage, revenue-generating, VC backed startup that spun out from UC San Diego. We have previously built a blockchain-based platform for scientific collaboration and have a blockchain development division.

Location: San Diego Innovation Center (The Pyramid in Miramar)
7310 Miramar Rd Suite #410, San Diego, CA 92126

Commitment: Full time (Local or Remote)