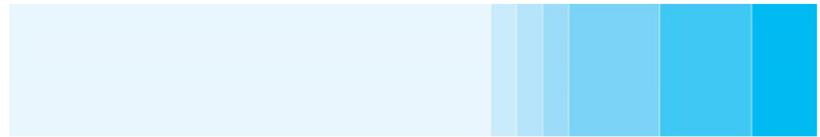




Parsortix® liquid biopsy
Cells for precision medicine

ANGLE



Senior Biopharma Services Sales Manager

ANGLE is a world leading liquid biopsy company with offices in Guildford (UK), Toronto (Canada) and Philadelphia (US). ANGLE's proven patent protected liquid biopsy platforms include the Parsortix® system, for the enrichment of rare cells, including circulating tumor cells (CTCs), from blood, and the HyZip system, for the highly sensitive, multiplexed and cost-effective analysis of RNA, DNA and/or proteins. Together the technologies provide sample to answer molecular analysis of CTCs from a simple blood draw.

ANGLE's liquid biopsy technologies have the potential to help clinicians select the most appropriate drugs and therapies for an individual patient. As such, our technologies support the development of Precision Medicine.

ANGLE is collaborating with world leading cancer research institutions, such as MD Anderson and the University of Southern California in North America, and CRUK-Manchester and UKE-Hamburg in Europe. The Parsortix system and consumables are being sold in Europe and North America to leading cancer research groups. More than 35 peer reviewed publications (including from Nature and Cell) highlight the insight that can be gained from a simple blood draw about a patient's cancer.

In 2021, ANGLE will be opening GCLP compliant labs in the Guildford (UK) and Philadelphia (USA) to provide the pharmaceutical industry with a send away service for the analysis of CTCs in patient samples from clinical trials. Furthermore, ANGLE R&D labs will provide custom development of CTC assays for pharma – which can then be transferred into the GCLP labs.

ANGLE is seeking an experienced **sales professional** to drive revenues of our new BioPharma Services offering. Travel is expected to be part of the role as proximity to the UK or US lab to help host customer visits is helpful. Working within the existing sales and marketing department, but also working closely with our R&D and GCLP labs, this is an exciting opportunity to help grow a new revenue stream for ANGLE by offering access to ANGLE's technologies and expertise to the pharma sector in support of their drug development process.

Principal Accountabilities:

- Develop a sales plan to reach out to relevant individuals and groups in the pharma sector;
- Work with R&D to define and develop data to support sales plans. Develop marketing materials as appropriate;
- Build relationships/ network with biomarker and translational groups within the pharma sector – building awareness of the value of CTCs for the drug development process;

- Build ANGLE's visibility and reputation in the CTC biopharma services sector;
- Proactively find and then manage new pharmaceutical leads as they move down the sales funnel (e.g. proposals, contracting, budgeting, etc.);
- Account management of existing customers to maximize biopharma services revenues;
- Work closely with both the R&D and GCLP labs to ensure smooth process for customers. Feedback market insight to ensure continual improvement in the service offering and delivery;
- Undertake additional adhoc / project work as required.

Qualifications, Experience, Knowledge and Attributes:

- Life sciences degree. PhD in oncology related area and/or MBA an advantage;
- Extensive sales experience and success selling research services to the biopharma sector;
- Experience drafting and pricing service agreements with pharma companies;
- Strong understanding of the oncology drug development process and specifically the role of biomarkers;
- Well networked in the pharmaceutical sector;
- Proven ability to build customer relationships, manage accounts and deliver revenues;
- Ability to travel extensively, communicate clearly and effectively, and to work independently;
- Strong team player with excellent communication skills;
- Commercially astute and a dynamic, strategic thinker;
- Possess a flexible, can-do approach to the requirements of the job;

As a member of our excellent and fast-growing team you will receive opportunities for development and a competitive benefits package.

Salary estimate - £Competitive

Please let us know if you require disability-related accommodation during the recruitment process so that we can work with you to meet your needs.