



Liquid biopsy • Cells for precision medicine

## Senior Business Development Manager - ANGLE Biosciences Inc, Toronto

Come and join our dynamic team of highly skilled, passionate, creative professionals who together are advancing rare cell diagnostics and making precision medicine a reality.

ANGLE has unique technology addressing critical needs in the rapidly growing liquid biopsy market which provides a simple and effective way to capture circulating tumor cells from cancer patient blood. The technology is being commercialized in both Europe and North America – initially to the research market.

ANGLE Biosciences is conveniently located near Pearson International Airport with access to some of Canada's best academic and health researchers in the Greater Toronto Area.

We are an equal opportunity employer and provide a challenging and stimulating workplace environment.

### Position Summary

We are currently seeking a **Senior Business Development Manager** to work within our Sales and Marketing team. Reporting to the Business Development Director, the Business Development Manager will utilize their clinical lab and pharmaceutical or biotechnology experience to drive sales of the Parsortix system across North America.

### Essential Duties and Responsibilities:

- Devise a marketing plan to reach target customers in the cancer research/ liquid biopsy research space
- Deliver on the marketing plan which will include management of, and attendance at conferences across the US, thus building technology awareness
- Manage evaluations of the Parsortix system including providing training at customer sites and supporting customers to ensure successful evaluation of the technology
- Build relationships with leading researchers in academia and industry
- Convert successful evaluations into sales
- Provide post-sales support to customers and continue to drive revenues from customer base through consumables
- Travel within North America on average 2 times per month ranging from 2-4 days at a time

### Required Experience, Education and Knowledge:

- Strong preference for a PhD with an oncology focus, however candidates with a Bachelor or Masters in Biological Sciences will be considered
- MBA a definite asset
- 3-5 years of lab experience essential, ideally in a clinical lab setting

- 2-3 years of proven customer interaction within the Life Sciences
- Sales and marketing experience highly desirable

**Required Skills and Core Competencies:**

- Strong scientific/technical aptitude with proven problem-solving skills
- Confidence and knowledge to train and discuss technology and research goals with Professor level customers
- Exemplary customer service and interpersonal skills
- Strong verbal and written communication skills
- Ability to work both independently with minimal supervision as well in a team environment
- An eye for detail and commitment to high quality data
- Flexibility and a “can-do” attitude
- Entrepreneurial thinking and work ethic

**How to Apply**

Please submit your resume, along with a cover letter to [jobsABI@angleplc.com](mailto:jobsABI@angleplc.com) or apply directly to our website at <https://angleplc.com/careers/>

Please reference the position: “**Senior Business Development Manager**”.

All applications will be kept confidential. We thank all candidates for their interest, but **only** candidates selected for an interview will be contacted.

Please **NO** recruiters.

At ANGLE Biosciences we value diversity and encourage applications from all qualified candidates including women, visible minorities, Aboriginal peoples, and persons with disabilities.

Please let us know if you require disability-related accommodation or other grounds protected by human rights legislation during the recruitment process so that we can work with you to meet your needs.