

BUSINESS DEVELOPER CHROMATOGRAPHY

Nanologica combines a unique know how in the field of material sciences with a genuine interest in overcoming challenges within life science by means of nanotechnology. At the site in Södertälje we offer a multi-cultural, fast-paced working environment where everybody contributes. The opportunities within the company are vast as we are continuously growing and developing.

Today Nanologica has two main business areas – Drug Delivery and Chromatography. Within Drug Delivery the company’s technical platform has been evaluated in several collaborations with big pharma companies and has now taken the step into a first commercial license agreement, at the same time as the company’s first own clinical project is about to start. The chromatography business area consists of as well analytical as preparative chromatography, where the analytical business, consisting of column sales, has reached the market while the preparative business is on its way to the market.

The chromatography business is facing substantial growth, mainly based on a distribution agreement recently signed for China, with Asia as the main market. However, with the right product development we see future establishment on the column markets in the US and in Europe. We also expect the preparative business to kick-start through a long-term customer agreement, which in turn starts the production of chromatographical media in large scale. In Drug Delivery we expect to run one or two clinical projects of our own as well as a couple of license collaborations with big pharma companies.

We are now looking for a driven and structured, yet flexible, Business Developer with a high working capacity, to help us make most of the opportunity in column sales that arose in China in 2018, to take Nanologica to the next level in becoming a global player within the chromatographical field. Welcome to join our journey!

Position	Business Developer Chromatography
Reporting to	CEO
Purpose	Drive sales of chromatography products

Responsibilities and Duties

Distributor Development	Identify, set up, develop and manage distributors globally, including financial and legal aspects of agreements.
Key Account Management	Identify Key Accounts and drive sales from these, including setting up individual plans as well as completing legal and financial agreements.
Product Management	Continuously optimize the product portfolio from a cost and selling/portfolio perspective.
Occupational Safety and Health	Report all incidents according to effective SOPs.

Qualifications

Requirements	Financial/business and technical university degree, chromatography experience, Key Account Management.
Desirable	HPLC-knowledge, exposure to international technical business environments.

Other/Personal	Driven, flexible and structured with a high working capacity.
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