

Business Development Executive

Req ID #: 2581

Location: U.S. Cambridge, MA – Field Based

For over 40 years, HemaCare, a Charles River company, has worked to making a positive impact on the world by providing the highest quality cellular material and services to biotech and pharmaceutical companies and research organizations that are performing innovative research and developing novel cell-based therapies.

We recognize that our success depends on the vision and passion of our employees; that is why we are devoted to making HemaCare a rewarding and valuable place to work. We believe in making a difference, and at HemaCare, you will make a difference every day.

Job Summary

The Business Development Executive's primary responsibility is to develop new business relationships and expand existing relationships by analyzing account potential; initiating, developing, and closing sales that drive profitable revenue growth. The Business Development Executive is directly responsible for achieving area sales and gross profit growth within various market segments such as Cell and Gene Therapy, Pharmaceutical, Biotechnology, Regenerative Medicine, Vaccine and Academic R&D.

Essential Responsibilities

- Demonstrate technical, negotiation, and selling skills
- Develop territory business plan to achieve monthly, quarterly and annual sales and gross profit goals
- Develop and maintain short- and long-term sales pipeline to consistently generate profitable revenue
- Build team relationships with other Sales and Operational staff to maximize sales revenues and gross profit growth
- Develop business proposals, statements of work and presentations which are a persuasive representation of HemaCare's products/services for both sales and educational opportunities
- Serve as the voice of the customers in their territory by collecting and communicating VOC to Marketing to improve customer experience and anticipate market changes so HemaCare can adapt and respond to new product and service needs
- Enhance job knowledge by participating in local educational opportunities, reading professional publications, maintaining personal networks and participating in professional organizations
- Work directly with HemaCare project managers to provide effective project and alliance management for existing and new customers and ensure timely monitoring and delivery of contract terms and milestones for GMP projects



- Comfortable working with ambiguity in a dynamic and changing environment
- Assist with executing other daily tasks or special projects, as assigned
- Independently travel to and attend vendor shows and seminars to prospect, increase brand messaging and communicate with customers and clients
- Attend trade shows and conferences and represent HemaCare in a professional manner

Supervisory Responsibilities This position has no direct supervisory responsibility

Education, Experience, and Licensure

- BS or BA degree in a Life Science discipline; MS or PhD preferred
- Two or more years previous experience in a similar sales role, preferably in selling to academic, biotechnology, or pharmaceutical researchers and organizations
- Familiar with primary human cells, stem cells, immunology, life science research, drug screen, toxicity test, cell-based assay, hematology or flow cytometry.
- Proficient use of Salesforce or other CRM software
- Proficient use of Microsoft Office products including Word, Excel, Outlook, Teams and PowerPoint.
- Ability to quickly learn new software programs as needed.

Qualifications:

- Discretion in handling confidential and sensitive matters
- Building and maintaining relationships with internal stakeholders and external customers
- Closing skills
- Ability to learn and understand highly technical content
- Positive attitude and resilience
- Ability to adapt and succeed in an evolving, dynamic environment
- Independent decision making & problem-solving skills
- Flexibility to work both autonomously and part of a larger team
- Presentation skills

About HemaCare

HemaCare, a Charles River company, is a global leader and trusted brand in the customization of human-derived biological products and services for biomedical research, drug discovery, and cell and gene therapy development. HemaCare's vertically integrated solutions support preclinical research, clinical studies from phases 1 to 3, and commercialization with high-quality RUO and GMP-compliant starting material and apheresis collections.

In January 2020, HemaCare was acquired by Charles River Laboratories, an early-stage contract research organization (CRO). Combined with Charles River's integrated, early-stage portfolio of discovery, safety assessment, and manufacturing support services, the acquisition creates a unique, comprehensive solution for researchers and cell therapy developers and manufacturers worldwide to help accelerate their critical programs from basic research and proof-of-concept to regulatory approval and commercialization. Utilizing this broad portfolio of products and services enables our clients to create a more flexible drug development model, which reduces their costs and enhances their



productivity and effectiveness to increase speed to market. We work closely with our clients throughout the clinical process to maximize success and drive positive clinical outcomes.

Together, with over 17,000 employees within 80 facilities in 23 countries around the globe, we are strategically positioned to coordinate worldwide resources and apply multidisciplinary perspectives in resolving our client's unique challenges. Our client base includes global pharmaceutical and biotechnology companies, government agencies, and hospitals and academic institutions around the world.

At HemaCare, we are passionate about our role in improving the quality of people's lives. We have proudly supported the development of 100% of the current commercially available FDA-approved immunocellular therapies. Our mission is to provide a best-in-class portfolio of high quality, customizable human cellular material and services to support drug discovery, scientific research, and cell therapy. This resonates from our employees and impacts our customers because we know that every day is an opportunity to advance discoveries and make a difference in someone's life. For more information, please visit www.hemacare.com.

Equal Employment Opportunity

HemaCare, a Charles River Laboratories Company, is an Equal Opportunity Employer M/F/Disabled/Vet