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Business Development Manager - Europe

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Company: Massive Bio, Inc.

Location: Maslak

Category: other-general

Massive Bio is a rapidly growing health-tech startup founded in 2015 to provide every cancer patient with access to clinical trials regardless of their location or financial stability. Our proprietary patient recruitment and enrollment enablement solution for oncology clinical trials solves every friction point in traditional clinical trial enrollment. Privately held and headquartered in NY City, our passionate changemaker team is looking for an International Business Development Manager to join our team in Turkiye. As a business development team member, the Business Development Manager will be key to focus on Massive Bio's clinical trial enrollment services and the development of Massive Bio's growth efforts in Europe.

This position is located in Istanbul. The ideal candidate will have experience in

Biotech/Pharma and the healthcare environment. Reporting to the CFO, you will:

Specialized Expertise in Oncology and Hematology: Demonstrate a deep and evolving grasp of the oncology and hematology sectors, ensuring our strategies and collaborations are at the forefront of industry advancement. **Strategic Identification and Outreach:** Harness an existing network and continuously expand connections within oncology, hematology, and related fields like CROs and NGS-focused organizations. **Clinical Trials Landscape Insight:** Understand the intricate web of clinical trials, ensuring that our strategies, contracts, and collaborations mirror the industry's latest advancements and regulations. **Contract Management and Negotiation:** Draft, revise, and finalize agreements with a unique perspective, informed by oncology, hematology, clinical trials, and NGS insights. **Closing Deals:** Expertly negotiate and close deals with a vast array of entities, ensuring that the agreements are especially tailored for oncology, hematology, and clinical trials initiatives.

Building & Maintaining Relationships: Actively engage with the oncology, hematology, and clinical trials communities by attending related conferences, seminars, and networking events.

Agreement Review and Management: Continuously evaluate agreements for their relevance and efficacy within the oncology, hematology, and clinical trials sectors.

Inter-departmental Collaboration: Contribute specialized knowledge about oncology, hematology, clinical trials, CROs, and NGS to cross-functional teams, fostering a cohesive organizational approach.

Market Analysis and Strategy Development: Stay updated on shifts within the oncology, hematology, clinical trials, and NGS landscapes to ensure our agreement strategies remain cutting-edge.

Performance Metrics and Reporting: Consistently monitor and communicate the efficacy of agreements, emphasizing their impact within the specified domains.

Deep Industry Knowledge: Comprehensive understanding of oncology, hematology, clinical trials, CROs, and NGS.

Extensive Network: Established connections within the aforementioned domains, with the ability to further widen this network.

Proven Experience: Demonstrated success in striking deals and establishing collaborations, especially within the specified sectors.

Clinical Trials Acumen: Knowledge of the clinical trials landscape, ensuring that collaborations and contracts are always a step ahead.

NGS Proficiency: Familiarity with Next-Generation Sequencing, understanding its significance and implications within oncology and hematology.

Legal and Contractual Expertise: Ability to navigate and draft contracts tailored for the healthcare, oncology, hematology, and clinical trials sectors.

Interpersonal Skills: Exceptional communication abilities for engaging with industry experts and stakeholders.

Team Player: Eagerness to collaborate and infuse oncology, hematology, clinical trials, and NGS expertise across company departments.

Candidate Profile: 5+ years of experience in sales. Bachelor's Degree from related departments. Analytical and result-oriented mindset. Problem solver, look for the root cause of the problem and go for it till things happen. Fluent in English and native in local languages. Proactive, passionate about client work, detail and quality-oriented, comfortable with ambiguity, data-driven, and growth mindset. Exceptional relationship-building skills. Thrive in a fast-paced environment. Flexible in traveling internationally. Living in Istanbul, preferably on the Asian side. Work location is Kozyatagi, Istanbul; at least 2/3 days a week at the office. No military obligation for candidates. Powered by JazzHR

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