

Business Development and Innovation Manager (m/f/d)

Start date: immediately or as per agreement

Conditions: 75% part-time up to full-time

Position overview:

Molecular Machines and Industries (MMI) is an international company with establishments in Germany, North America and Asia. Our customers are pharmaceutical companies, clinics and research institutes in more than 80 countries. We are specialized in single cell isolation technologies for medical diagnostics and life science research and we are seeking to immediately recruit a **business development and innovation manager (m/f/d)** to join our dynamic team in Eching/Munich.

Your responsibilities:

The successful candidate will execute strategic innovation projects and report the results directly to the executive management board. In close cooperation with the board, you will design and implement a clear commercial growth strategy by identifying new customers' requirements. Addressing new markets will result in an international increased sales volume. With your excellent networking skills, your excellence in business strategies and interpersonal and social skills, you will focus on strategic partnerships with research and development partners.

Job description:

- You identify market trends and customer needs to transfer these into innovations and business opportunities
- You identify partner companies, research groups and IP to support new partnerships and joint ventures
- You support the executive management board in developing, sharpening and implementing our growth strategy
- You launch campaigns and initiatives to successfully position our company on the international market
- You acquire publicly funded research projects and supervise their execution
- You coauthor scientific publications

Knowledge / skills / abilities:

You have a track record of at least 2-3 years in the life science and medical equipment business. A PhD in the field of molecular and/or cell biology would complete your profile. You are experienced and you enjoy working in a dynamic and inclusive environment. Your proven success in turning business opportunities into sustainable growth will be required to discuss business development tasks on the management level including contract negotiations. Identifying short- and long-term chances with a clear focus and understanding of the customer needs is your passion.

We offer:

- Contribute to meaningful projects for new disease diagnostics technologies
- A highly competitive remuneration package
- Become a member of a pioneering and highly motivated team
- A modern, innovative and successful company at the leading edge of technology

Are you interested? Do not hesitate to send your full resume to jobs@molecular-machines.com

We are looking forward to hearing from you.