



Innovation is our passion.

Securecell is the trusted partner for biopharma, enabling them to bring new therapies to patients in a safe, efficient and economical way. We innovate ground-breaking measuring and control engineering technologies to radically improve bioprocessing, medical treatment and patient health. For more than 25 years, we have been delivering innovative solutions in bioprocess control for biotech, pharma and academia. This expertise and experience provided the fundament for the technology transfer into the MedTech space and the development of Seraccess, a truly disruptive diabetes therapy.

Continuing steadily on our sustainable innovation path and growth journey, we are looking for a

Business Development Manager

for **Lucillus®** and **Numera®**, our products for automation and workflow optimization in bioprocess development for biopharma industry.

Are you an expert in bioprocess engineering and interested in converting this knowledge into marketable applications that have a direct impact on business opportunities? This position will allow you to apply the expert knowledge in collaborative projects with biotech industry and academia to finally represent and market our innovative product platforms that automate and digitalize workflows in bioprocess development.

You will

- Develop relevant application examples and user stories
- Manage collaborations and projects with universities, research institutes and industry
- Create technical/scientific marketing material content about applications (technical reviews / white paper, application notes, scientific publications with partners)
- Do presentations for internal and external audiences, including participation at conferences and workshops (e.g. posters and workshop content)
- Identify market and sales opportunities, including competition analysis and product positioning
- Integrate expert knowledge, market trends and customer requirements into product development

Your Profile

- PhD in bioprocess engineering or similar discipline and/or several years of experience in bioprocess development in biopharma industry
- Professional oral and written communication skills in English (incl. scientific writing)
- Strong scientific understanding to communicate in consultative selling of projects/solutions to commercial customers
- Excellent ability to identify new business opportunities and generate interest from potential clients
- Self-motivated and self-driven individual, who enjoys a challenging and dynamic work environment
- Established network within the biopharmaceutical industry is a plus



Our offer

Securecell offers a highly diverse international working environment and the opportunity to collaborate with highly skilled individuals from various disciplines. Partnership and interdisciplinary collaboration are at the core of our company, our research activities and the commercialization of our marketed products. We nurture true innovation and creative thinking to advance our research projects as well as to continuously improve our marketed products. At Securecell, you will discover a challenging job, inspiring colleagues and a true purpose. We are looking forward to hearing from you!

Please submit your detailed curriculum vitae to hr@securecell.ch

Job location

Securecell headquarters are in Urdorf (Zurich), Switzerland.

www.securecell.ch