Chief Business Development Position

The Chief Business Development Officer will be responsible for the strategic management and oversight of the Business Development team at the David H. Murdock Research Institute (DHMRI) on the North Carolina Research Campus (NCRC) in Kannapolis, NC. The successful candidate will play a major role in developing and managing key client relationships, will be responsible for market analysis and will have oversight of general advertising, social media and website development. The Chief Business Development Officer will report to the President of DHMRI and will serve as a member of the Executive Management team.

Qualifications:
- Ph.D. in Life Sciences + MBA or equivalent
- Ten to fifteen years of life science-related experience with a background in the Pharmaceutical, Diagnostic, Agriculture and/or Food Science industries. Five to seven years of related experience in business development and team management required. Five to seven years related experience in managing a business that provides services and/or products to the Life Sciences market strongly preferred.

Responsibilities
- Develop and implement long-term strategic and operating plans for the DHMRI. This includes annual financial performance objectives for the institute which (i) maximize the growth and profitability of the business and (ii) achieve maximum performance objectives for DHMRI in alignment with the overall strategy of the Institute.
- Oversee the development, implementation and execution of the strategic, financial, and sales and marketing plans for business development and the DHMRI’s portfolio of services; oversee the establishment and tracking of key performance objectives for management.
- Work collaboratively with the DHMRI’s management and board to identify and gain access to new and emerging technologies and product/service offerings which complement and expand the DHMRI’s products and services portfolio through acquisition, joint venture, licensing arrangements or similar means.
- Interact with industry and policy groups and customers to develop new business opportunities.
- Work collaboratively with NCRC partners to analyze targeted opportunities offering the highest potential for scientific impact and financial return.
- Direct sales and marketing and alliance management activities including the development of strategies to ensure maximum impact and to develop maximum potential revenue volume for the sectors that are the focus of DHMRI’s products/services.
- Effectively manage external relationships with key strategic customers and clients to ensure DHMRI’s short and long term success.
- Develop appropriate synergies with other related NCRC and DHMRI operations to develop and implement long strategic plans that assure maximum impact and “Best Practices” for NCRC.
- Identify and support the development of high-potential employees to prepare them for positions of greater responsibility in support of applicable functions.
- Direct activities of assigned group(s) to ensure optimum performance of the business development group/function.
- Responsible for business development personnel management activities such as: scheduling, personnel actions (hiring, promotions, transfers, etc.), training and development, providing regular direction and feedback on performance, disciplinary actions and preparing and delivering annual performance and salary reviews.
- Develop short- and long-range operating objectives for business development including organizational structure, staffing requirements and succession plans.
- Integrate activities with those of other major organizational units at DHMRI for maximal impact and success of DHMRI and NCRC.
- Develop and recommend business development’s budget and authorize expenditures.
- Develop and oversee the implementation of business development’s training programs, including orientation.
- Support the policy of equal employment opportunity through affirmative action in personnel actions.
- Ensure adherence to DHMRI policies, practices and procedures [SOPs, safety procedures and biosafety protocols].
- Perform all other related duties as assigned by the President.

Equal Employment Opportunity
We are proud to be an EEO/AA employer M/F/D/V.