

Avacta Analytical, Northern Europe Business Development Manager, Instrumentation

Avacta Analytical Ltd, part of Avacta Group plc, sells high end analytical instruments and outsourcing services to the biopharmaceutical and pharmaceutical industries.

The Avacta Group has developed analytical instrumentation for use by scientists in the biopharmaceutical sector, Avacta Analytical provides the commercial channel through which these innovative analytical technology products are sold. The first product, Optim - a multimodal, low sample volume instrument for protein stability and aggregation analysis, was launched in Q2 2009, initial orders have been gained from international biopharmaceutical companies. Avacta Analytical's expertise in biophysical techniques has also enabled contract services of protein higher order structure and aggregation analysis to be taken to a new level. Working to GLP principles our analytical techniques have been successfully applied to all stages of the product lifecycle including comparability studies, pre- formulation and stability studies and aggregation analysis and problem solving.

Avacta Analytical Ltd has ambitious plans for high levels of growth through expanding services offerings and ramping up technology product sales.

The position – The Avacta Analytical, Northern Europe Business Development Manager, Instrumentation reports directly to the Avacta Analytical Director of Sales and Marketing. The primary responsibility of this role is to support the Director of Sales and Marketing in the meeting and exceeding instrumentation sales targets within the assigned territory. This will be achieved through direct customer contacts to generate new leads for analytical instrumentation and services, and then to progress these instrumentation leads through to sales. The Northern Europe Business Development Manager, Instrumentation will work closely with the other Business Development Managers and also the Optim Product manager to ensure there is good communication between Avacta's product development and delivery staff and customer.

The successful candidate will have a proven track record in international sales, business development, or distributor channel management, supplying analytical products to the biopharmaceutical/biotech industry plus an in depth understanding of biopharmaceutical development processes/product lifecycle from lead selection to peri-approval and an ability to understand spectroscopic analytical techniques, preferably with an understanding of the regulatory landscape and the analytical characterisation requirements during the product lifecycle

This is an ideal opportunity for someone with a strong commercial and technical background to apply their skills and experience to help grow a varied technical business from early stage and to become part of a highly ambitious and fast growing group of companies with a strong entrepreneurial culture.

Remuneration package will be commensurate with experience and will include an uncapped bonus, pension, phone and laptop.

The area covered by this person is Northern Europe, specifically the Benelux countries, Germany, and Scandinavian countries. Ideally, this person will live on territory although UK-based candidates will also be considered , must be willing to travel within the territory for around

three quarters of their time, attendance at the Avacta headquarters in York, UK, will be required on occasion.

See www.avacta.com for more details.