



PET Applications Specialist

Background

This is an exciting opportunity for a commercially-minded and technically competent PET scientist to play a key role in identifying new customers, assessing their business needs and planning appropriate studies for Invicro - the world's leading translational imaging company. Invicro is based in London, Boston and New Haven, and specialises in molecular and functional imaging studies to support novel pharmaceutical product development.

The Role

Based in London, the PET Applications Specialist will have an important client facing role, identifying new commercial opportunities and developing relationships as well as successfully managing existing client relationships. Working alongside a team of highly specialist Imaging Scientists, the key responsibilities will include:

- Instituting a successful strategy to identify new imaging opportunities among Pharma and Biotech companies engaged in early phase drug development;
- Reviewing publically available information sources to identify a broader field of potential commercial clients. These will include, but will not be limited to press releases, scientific literature, patents and conference proceedings;
- Attendance at scientific and industry conferences to identify new opportunities and and initiate contact with new collaborators, as well as visiting potential clients;
- Generating commercial interest to achieve business growth by promoting the benefits of imaging in early phase drug development and promoting the range of scientific services at Invicro;
- Building a robust pipeline through effective identification and development of new opportunities and the management of existing clients;
- Generation of quotes for service as required, and maintenance of all opportunities and contacts on the CRM system.

The Successful Candidate will be required to have:

- A deep understanding of the application of various imaging methodologies to facilitate the progression of novel pharmaceuticals through the drug development pipeline
- Good experience of the drug development process and profound understanding of the questions facing early phase drug development
- A good appreciation of human pharmacology and the methods of translational imaging
- Experience of business development in the Pharmaceutical or Biotech industry is advantageous
- A degree or equivalent qualification in life sciences, pharmacology or related field
- Good IT proficiency with an ability to review, evaluate and synthesise large amounts of external data
- Excellent communication skills and demonstrated ability to develop successful relationships internally and externally
- Knowledge of the Business Development process is advantageous
- Independent and highly results driven, a self-starter who can demonstrate a resilient approach
- Good influencing skills

- Ability to prioritise, plan and manage workload and deliver to tight deadlines.
- Strong commercial awareness.

Competitive Salary & Benefits

Contributory Pension, Bonus, Private Medical Insurance, Life Assurance & Flexible Benefits options

To apply for this position please forward your CV and a covering letter detailing your relevant experience to HR at recruitment@imanova.co.uk

Invicro is an equal opportunities employer and positively encourages applications from suitably qualified and eligible candidates regardless of sex, race, disability, age, sexual orientation, gender reassignment, religion or belief, marital status, or pregnancy and maternity