



Job Advert

Business Development & Marketing Executive

Job Ref: **BD2201**
Reports To: Director, Business Development
Contract type: Fixed Term – 12 months

WHO WE ARE

Isogenica is a leading innovator in therapeutic antibody development, focused on enabling rapid advancement of next generation antibodies and antibody-based therapeutics into preclinical and clinical studies. Isogenica develops VHH: these small-format antibodies can be linked together to produce multi-specific biotherapeutics for the treatment of cancer, inflammation and other serious diseases. Isogenica has established partnerships with numerous biotech and biopharma companies from around the world, resulting in the development of several clinical candidates.

We love to learn and we're passionate about improving the lives of patients. As a small, driven team, we are highly collaborative. While we each have our own projects, we draw on the skills and expertise of colleagues to ensure the best outcomes. Our projects are long term, as are our partnerships, so we're looking for someone who has resilience, determination and perseverance to nurture projects and relationships. Simultaneously, we also value the ability to create and adapt to change quickly as our projects turn corners or new technologies become available.

We are able to challenge and support each other to master new skills, acquire new knowledge and deliver breakthrough technologies that benefit our company, our partners and ultimately patients. Our passion, enjoyment and motivation for our work make Isogenica an inspiring place to work.

WHO YOU ARE

You will preferably have a degree in either biological sciences, or in business/marketing with some knowledge of biological sciences – or experience in these areas. You will have some experience of collaborating with others in a business environment. You are driven and self-motivated with the ability to work independently yet able to communicate effectively with the team and know when to seek their input. Your skills and knowledge of marketing and business development activities will enable you to proactively develop valuable business opportunities for Isogenica. You will feel comfortable calling potential partners and updating our website and database, and take a proactive approach to lead generation and development. You will enjoy seeking out opportunities to collaborate with the wider team to showcase our exciting projects.





THE ROLE

Isogenica is expanding its scope of scientific activities to enable strategic relationships with biotech and pharmaceutical partners and to support internal antibody discovery and development. We are seeking a driven and innovative individual to be a key member in our Marketing and BD function to help us to more effectively capture and utilise all the information that we have available, carry out thorough analysis and help us drive our visibility in an increasingly digital world and share our work with potential partners. You will be responsible for information management and helping us to identify new and more efficient ways of working to increase our presence in the market.

WHAT YOU'LL GET FROM US

This is an opportunity to learn about antibody drug discovery and development as part of a skilled and enthusiastic team whilst developing your own expertise and skills in strategic marketing and cultivating leads.

You will have 25 days annual leave (plus bank holidays), Income Protection and Life Insurance, Private Medical Insurance (eligible on completion of probation), 8% employer pension contribution, and sessions on wellbeing ranging from stress management to financial planning. We also offer access to counselling, a telephone GP service and health information.

Chesterford Research Park provides a beautiful workspace with plenty of space for a lunchtime walk or a quick round of golf on their 9-hole course. We have access to an on-site restaurant and gym with a 50% discount on membership for classes, outdoor bootcamp and use of the gym.

As a company who love to learn, we tailor personal development to your strengths, offering training through a variety of methods including formal courses, webinars on health matters via our EAP, and in-house training on relevant topics.

Job-Specific Responsibilities:

- Collate and organise marketing data to action as appropriate
 - o Marketing content metrics (Webinars, Whitepapers, emails, LinkedIn)
 - o Prepare and summarise dashboard (Google analytics, Mailchimp, SEO)
 - o Website – ensure information contemporary
 - Develop and manage a communications calendar for LinkedIn and Website updates.
 - o Maintain up to date content and posts
 - o Share events that Isogenica attending, whether F2F or digital
 - o Recruitment advertising for Isogenica
 - o News





- Partnering Events
 - o Send boilerplate invitations to pre-categorised prospects
 - o Record minutes and actions into CRM
 - o Follow-up actions e.g. send presentation, or arrange a VC/TC etc
- Implement effective BD processes
 - o CRM Database maintenance - contacts
 - o Automation of data extraction from CRM into reports
 - o File documents
 - o Time alert critical events from Agreements
- Implementation of marketing campaign
 - o Conference planning
 - o Dissemination of data and collaborations via website
 - o Working with creative agencies for implementation of marketing strategy.

Salary: Highly competitive salary and benefits package
Contract type: Fixed Term – 12 Months
Closing date for applications: 10th June 2022
Applications: CV and brief covering letter to: jobs@isogenica.com

Applicants must have the permanent right to work in the UK.

