



Business Development & Marketing Executive

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

THE ROLE

For more than twenty years, Isogenica has built deep expertise and knowledge about how to find VHH antibodies and develop them into drugs in partnership with some of the world's most innovative biopharma companies. As our Business Development and Marketing Executive, you will help expand our horizons as we begin to develop our own pipeline of assets and create the next generation of game-changing medicines.

You will be responsible for increasing our visibility to commercial partners, investors, and biotech influencers. To boost our presence in the antibody market, you will take a strategic and data-led approach to how we should create, present and communicate what we do so we become known as the go-to experts for VHH drug development.

WHO WE'RE LOOKING FOR

You will have:

- A degree in either biological sciences, or in business/marketing with some knowledge of biological sciences - or equivalent experience in these areas.
- Skills and knowledge of marketing and business development with some experience of generating and progressing valuable business leads or collaborating with others in a business environment.

You are:

- Driven by the goal of creating next generation biotherapeutics and excited to learn about Isogenica's antibody drug discovery and development.
- Self-motivated and looking for a role to grow into to develop your skills and expertise in strategic marketing and generating leads.
- A team-player with a desire to organise and share information, a keen sense of when to get input from others, and the ability to work independently when needed.
- Proactive and enjoy reaching out to potential partners, not shying away from making the first move with new audiences.
- Eager to collaborate with the wider team, and coming up with creative ways to showcase our exciting projects.



Responsibilities:

- Partnering events
 - Send boilerplate invitations to pre-categorised prospects
 - Record minutes and actions into CRM
 - Follow-up actions e.g. send presentation, or arrange a video or telephone call etc

- Implement effective business development processes
 - CRM Database maintenance - contacts
 - Automation of data extraction from CRM into reports
 - File documents
 - Time alert critical events from Agreements

- Implementation of marketing campaign
 - Conference planning
 - Dissemination of data and collaborations via website
 - Working with creative agencies for implementation of marketing strategy

- Collate, organise and update marketing data and collateral as appropriate:
 - Marketing content metrics (webinars, whitepapers, email newsletters, LinkedIn)
 - Prepare and summarise dashboard (Google analytics, Mailchimp, SEO)
 - Keep our website and other resources up to date

ABOUT ISOGENICA

Isogenica is a leading innovator in therapeutic antibody discovery, 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.

WHAT IT'S LIKE WORKING WITH US

Our values best describe what it's like to work here. We're **passionate** about using our skills, expertise and knowledge to improve the lives of patients. We love to learn and believe that individual growth and Isogenica's success goes hand in hand. We 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.





As a small team, we work together by trusting, respecting and supporting each other. While we each have **ownership** over our projects, we draw on the skills and expertise of colleagues to ensure the best outcomes. Delivering valuable, world-changing science takes time so many of our projects and partnerships are long term but we feel a strong sense of urgency to improve lives by innovating and **adapting** to change quickly as our projects turn corners or new technologies become available.

WHAT WE OFFER

As well as being part of our skilled and enthusiastic team, you will also benefit from: .

- 25 days annual leave, plus bank holidays
- A work-place pension with an 8% employer contribution
- Access to Income Protection and Life Insurance benefits
- Access to Private Medical Insurance (eligible on completion of probation)
- Unlimited access to health and wellbeing resources through our Employee Assistance Programme including counselling and telephone GP service..
- CPD tailored to you including both in-house training and external courses and events.

Isogenica is located in [Chesterford Research Park](#) offering a beautiful landscape in which to work with plenty of green, open and parkland grounds to explore. Alongside the benefits above, you'll have access to an on-site restaurant, golf course and 50% membership discount for the on-site gym which includes exercise classes and an outdoor bootcamp.

Salary: Highly competitive salary and benefits package

Contract type: Fixed Term - 12 Months

How to apply: Please send your CV and a brief covering letter to: jobs@isogenica.com

Closing date: 17th June 2022

You must have the permanent right to work in the UK to apply for this role.

