

Pistoia Alliance - Business Development Position (Europe-Based)

Role: Part-time (3 days per week), Remote

Background

The Pistoia Alliance is a member-driven 501(c)(6) non-profit life sciences industry group dedicated to advancing innovation in life science R&D through pre-competitive collaboration. Its membership is drawn from pharma, software vendors, publishers, consulting practices, academic, and government institutes. The Pistoia Alliance advances its mission primarily through member-driven projects, but also hosts conferences, webinars, and networking events.

Past project successes include but are not limited to:

- The specification of cloud-based, next generation sequence services,
- Semantically enriched scientific literature (informing the IMI OpenPHACTS project)
- The establishing the HELM standard for macromolecule representation
- The specification of controlled substance compliance tools – leading to two commercially available implementations.
- The establishment of the tranSMART Foundation.
- The establishment of the Chemical Safety Database

Several new ideas and projects are underway.

The Pistoia Alliance is now looking to expand its reach and relevance in the life sciences and healthcare domain, focusing on solutions to strategic common pain points and providing thought leadership.

Position

To support the Pistoia Alliance strategy, and the resulting aggressive project and membership growth targets, it is expanding its business development operations in Europe. Business Development is responsible for fundraising activities, securing new members, retaining existing members, and helping to develop new ideas for the project portfolio that attracts members and funding.

The Pistoia Alliance is looking for a self-directed business development professional with strong connections in the life sciences industry. They must demonstrate that they can work well in a small-team, virtual business environment and are able to engage with an entirely virtual, matrixed organization. This contractor position, reporting to the Head of the Commercial Team, will be a three day per week position.

This position requires experience in sales and business development, the individual must be able to prepare materials for the purpose of recruiting new members, promoting investment in collaborative projects and sponsoring educational and other events. This position requires a confident individual who can work at the executive level of major international corporations as well as the at board level of small and medium enterprises.

The successful candidate will proactively engage with the life sciences community to raise the Pistoia Alliance's profile, relevance and financial resources and will be a strong advocate for precompetitive, open-innovation, collaboration across the industry.

Responsibilities

- Work in close collaboration with the Business Development team to achieve the Pistoia Alliance's objectives.
- Identify, secure and nurture new paying members to the Pistoia Alliance
- Engage with Pistoia Alliance existing membership to strengthen their involvement, secure project support and funding, and minimize attrition.
- Advance the project portfolio through fundraising, member and prospect outreach, and socialization activities.
- Promote the Pistoia Alliance mission and activities through direct engagement at conferences, networking events, meetings, social media, etc.
- Track, document, and report your member/prospect activities in our CRM (Hubspot), and report on your activities/pipeline in weekly team meetings.

Required qualifications:

- Passion for advancing open collaboration in the Life Sciences and Healthcare domain
- 5-plus years in the life sciences/healthcare or related field with a demonstrated success in sales/business development (e.g., cultivating and nurturing strong relationships with clients and customers)
- Strong written and oral communications skills; presentation skills in both small and large groups.
- Ability to engage at all levels of an organization internally and externally.
- Ability to work productively with limited supervision and guidance.
- Ability to work in a team environment, with shared success criteria and targets.
- Bachelor's degree required in a relevant field, Masters/PhD preferred.
- Solid computer skills required (Sales tools/CRM, email, Wikis, MS-Office, Zoom, etc.)