

Job Opportunity

Position: Business Development Associate/Manager

Accountable to: Senior Manager, Business Development

Hours: Full time

Dark Horse Consulting Group (DHC) is a specialist consulting practice focused on the field of cell and gene therapy. DHC offers a broad range of technical and strategic consulting services across the spectrum of cell and gene therapy drug development activities and related business strategy concerns. Our technical core competence includes all areas of CMC, including analytical, preclinical, manufacturing, process development and regulatory. Leveraging this deep technical base, we also offer services in quality systems, device development, market intelligence, intellectual property and financing and diligence. Our customer base is primarily therapeutics companies, with service providers, 'tools and tech' providers and investors (both strategic and financial) also represented. With over 160 clients served to date, DHC has built a strong reputation as a leader in the field which it continues to consolidate.

Job summary

To accommodate for and further facilitate our rapid growth trajectory, DHC is seeking a Business Development Associate or Business Development Manager to join on a full-time basis. The role will focus on establishing and managing new client relationships and taking responsibility for the sales process, with broader responsibilities that contribute holistically to DHC's continued and successful growth. The role will be based primarily in the California Bay Area and work closely with the core team at Walnut Creek but report directly to our London-based Senior Manager, Business Development. The role may be remote, but regular attendance to the DHC offices in Walnut Creek is preferred.

Responsibilities/Daily tasks

- Respond to new expressions of interest and independently undertake introductory calls with new leads
- Proactively communicate with new business leads and other external stakeholders
- Take responsibility for representing client needs internally to ensure progression of the lead through our sales pipeline
- Participate in scoping calls alongside subject matter experts
- Author work proposals
- Support or lead market research and analysis efforts
- Communicate clearly and effectively with the wider team to help manage company resources
- Participate in industry conferences, either virtually or in-person
- Provide effective and timely internal and external communications
- Update and manage our CRM system

- Proactively drive constant improvement of business practices, particularly business development and business operations practices
- Contribute to client work deliverables in some circumstances

This role requires travel.

Experience and Qualifications

Essential

- Relevant scientific undergraduate degree (biosciences, biochemistry, health sciences or similar)
- 1-5 years of relevant industry experience
- Strong understanding of fundamental concepts in cell and gene therapy, including but not limited to regulatory route-to-market, CMC, GMP, awareness of different product types
- Broad awareness of cell and gene therapy industry dynamics
- Outstanding professional written and verbal communication skills with attention to detail
- Strong interpersonal skills comfortable in a professional environment with high-level management
- Ability to work comfortably in a fast-paced environment and efficiently handle a large number of parallel projects
- Proactive mindset with drive for constant improvement
- Proficiency in Microsoft Office core suite with advanced Excel skills attractive

Desirable

- Experience using CRM platforms such as SalesForce
- Relevant higher education degree (e.g., MSc, PhD, MBA)
- Experience in consulting or investment analyst-type positions
- Experience in a professional services customer-facing role

Relation of the position to others in the company

The position will work primarily with the Senior Manager, Business Development, but also frequently interact with a wide range of company staff including leadership team.

We are proud to be an equal opportunity employer. We celebrate diversity and do not discriminate on the basis of any protected characteristic. All employment is decided solely on the basis of qualifications, merit, and business need.

Application Process

To apply, please submit a CV and covering letter to careers@darkhorseconsultinggroup.com.