

## **Business Development Specialist – Life Sciences**

### **WHO WE ARE**

HEIDENHAIN CORPORATION, a leading manufacturer of digital readouts, metrology products and CNC control systems, is seeking a highly motivated, self-starting Business Development Specialist in the Life Science field for our San Jose, CA office.

### **WHO YOU ARE**

- You studied Biology, Biotechnology, Biochemistry or a similar area.
- You have strong organization and communication skills that will contribute with your success.
- You have sufficient knowledge of the Life Science/Bio market.
- You are productive with a high degree of professionalism, self-motivation, and team collaboration.

### **WHAT YOU'LL DO**

- Take the lead in selling and developing the market in the Biotech industry, with focus on high-quality microfluidic and analytical detection solutions
- Prospect and build relationships with key decision makers and potential new customers.
- Meet with prominent individuals in Life Science market and build opportunities by growing, maintaining, and leveraging your network.
- Take part in industry events and present capabilities.
- Identify and develop the company's unique selling propositions and differentiators.
- Edit and develop presentation material for internal training and external pitches.

### **REQUIREMENTS:**

- 3-5 years or more of experience in the Life Science/Bio Market.
- Understanding of current Life Science market and technological innovations.
- Have knowledge and experience with networking and selling.
- Comfortable being a leader with strong execution plans.
- Fluency in German is a plus.
- 30% - 50% travel throughout US expected.

### **SOME OF WHAT YOU'LL ENJOY**

- A competitive salary with paid time off benefits available on your first day on employment.
- An excellent benefits package including top of the line medical coverage, 401K match, parental leave, continuing education reimbursement and much more.
- Flexible work scheduling in a stable company.

### **EQUAL OPPORTUNITY EMPLOYER**

HEIDENHAIN CORPORATION is committed to the principles of equal employment opportunity. Our practices and employment decisions, including those regarding recruitment, hiring, assignment, promotion and compensation, shall not be based on any person's race, color, creed, religion, national origin, sex, age, ancestry, disability, physical handicap, marital status, sexual orientation, veteran status, citizenship status or other protected group as defined by law.

\* Interested candidates please submit a resume to [hr@heidenhain.com](mailto:hr@heidenhain.com)