

6330 Nancy Ridge Drive, Suite 102, San Diego, CA 92121

Tioga Research is Recruiting: Director of Sales

About Tioga Research:

Tioga Research supports the research and early development (“R&E”) of skin-applied products (for topical, regional or transdermal delivery), delivering services to pharmaceutical, medical and beauty care companies worldwide. Our R&E services include pre-formulation, formulation innovation & development, analytical method development and validation, skin delivery and release studies, and stability testing. We have an especially strong competence and track record in 505b2 programs. Tioga Research, a wholly-owned subsidiary of Encube Ethicals, is based in San Diego, CA.

Position & Role:

- **Position:** Director of Sales, reporting to Tioga’s CEO
- **Role:**
 - **Drive** expansion of Tioga’s business across North America, through sales and business development efforts; by pursuing a structured lead generation, lead pursuit, proposal-quotation submission, and closing process
 - **Become** intimately familiar with Tioga’s capabilities, offerings and alliance management emphasis
 - **Craft** quotations and quality proposals that satisfy prospect needs & requirements
 - **Progress** discussions with clients and with prospects through proposal acceptance and contract execution
 - **Nurture** long-term relationships with clients, prospective clients and with KOLs, becoming conversant with scientific & technical aspects of prospective client programs & needs
 - **Attend** select scientific and medical meetings to present company and company offerings; develop dialog with prospects by on-site visits to prospect facilities; orchestrate prospect visits to Tioga facilities
 - **Populate** company’s CRM system with details and notes on contact interactions
 - **Identify** opportunities for capability and technology development that will broaden Tioga’s appeal to clients and prospects
 - **Work** from home office from anywhere in the US

Compensation:

- Attractive and tied to performance

6330 Nancy Ridge Drive, Suite 102, San Diego, CA 92121

Qualifications Needed:

- ≥ 4 years' experience in CRO sales in the US, consistently responsible for exceeding \$2M (and preferably >\$3M) in sales; track record of identifying, dogged pursuit of and closure of services contracts
- Extensive network in life sciences arena a plus; experience in topical product services sales a substantial plus
- Results-oriented interest in the science and technologies both underpinning Tioga's capabilities and driving the needs of prospective clients; some international experience a plus
- BSc or higher degree in Chemistry, Biochemistry, Biology, Pharmaceutical Science or a related discipline; PhD is a plus
- Excellent organizational, multitasking, communication and analytical skills
- Personable and comfortable interacting with people across spectrum of positions, backgrounds, interests; ability to listen well, to digest prospect perspectives, and to suggest best solution approaches
- Conversancy with legal documents such as CDAs, purchase contracts, and master services agreements, a plus
- Attention to detail, enthusiasm, zeal, ability to be self-motivated, eager to learn and have lasting impact

How to Apply:

Please email a resume, including the names of two references (who will not be contacted without confirming with you), to hr@tiogaresearch.com. Please include **"Director of Sales Position"** in the subject line. We are an equal opportunity employer and invite applications from all qualified individuals.