

Job Title: Business Development Specialist – China Market

Job Duties: Drive business development initiatives to increase the company's sales in the China market. Specifically,

- Develop & maintain an in-depth understanding of Company's customized products and services including antibody products & service, immunohistochemistry (IHC) product & service, enzyme-linked immunosorbent assay (ELISA) products & service, and premade recombinant adenoviral production and amplification products that are used for Basic research and Clinical Research & service as well as the company's R&D services, internal processes, and industry best practices;
- Present and demonstrate Company's product features, benefits and future product direction to prospects, customers and partners in China;
- Identify new market segments and opportunities in the China market and develop and implement marketing plans for market expansion;
- Participate in strategic projects such as identifying customers' needs, market trends, and competitors' market offerings;
- Develop negotiating strategies and positions by studying integration of new services and examining the risks and potentials;
- Drive the sales process both internally and externally with prospects and assist with project scoping and proposal generation;
- Prepare compelling presentation materials to communicate key findings and recommendations to management;
- Create business opportunities through networks and effective customers' relationships.

Job Requirements:

- Bachelor's degree, plus two-year working experience working with pharmaceutical customers in China.
- 2 year of working experience must in (1) developing and implementing marketing plans for market expansion and (2) identifying customers' needs, market trends, and competitors' market offerings.
- Up to 20% travel to China (Beijing and Shanghai) to promote Company's services and meet customers is required.

Please mail Resume with the cover letter specifying salary expectation to Antigen Targeting & Consulting Service Inc. (ATCS), 3 Biotech, One Innovation Dr. Worcester, MA 01605. Attn: H. Yuan. Ref #: 12564738