

Business Development Director

At Burning Rock Dx- Based in Irvine, California or remote in the US

Burning Rock Dx LLC (NASDAQ:BNR) is searching for a Business Development Director to join our Biopharma Business Development Team who will be responsible for supporting the business growth of Biopharma Partner Services.

What you'll do:

- Actively identify and leverage potential new business opportunities with new and/or existing customers in US and EU markets.
- Identify opportunities from marketing leads, and maintain close relationships with team members from the Burning Rock team in China.
- Work with the sales management team to establish and execute a comprehensive sales plan for each target account
- Establish positive relationships with customers through sound scientific expertise, and business acumen
- Communicate and coordinate with different functions to achieve internal alignment and allocate resources for active projects
- Provide excellent customer service by following through with prompt solutions to all customer inquiries

What you'll bring to our team:

- A minimum of 5 years working experience in business development, marketing, or sales
- A BS or MS in the Life Sciences or related field
- Excellent communication and presentation skills
- The ability to think strategically and creatively
- Superior analytical skills and the demonstrated ability to acquire and interpret data that inform business recommendations
- Although this position can be based in Irvine, CA or remote within the US, this position does require travel to conferences, meetings, and clients as necessary.

Preferred skills:

- A background in IVD industry
- International experience is preferred
- Strong knowledge of biomarker drug development

About Us:

- Our business consists of **i)** NGS-based therapy selection testing for late-stage cancer patients, with the leading market share in China and over 300,000 tissue and liquid- based tests completed cumulatively, **ii)**

Global pharmaceutical services on biomarker detection and companion diagnostics developing, and **iii)** NGS-based cancer early detection, which has entered into commercialization stage in China.

- Founded in 2014, we have evolved from a startup into a pioneer of global cancer detection and have been constantly expanding our business layout. We focus on cancer detection services for patients, healthy people and Biopharma Partners. Our product portfolio can meet the requirements of various clinical circumstances, from detection for a specific cancer, to pan-cancer detection.
- We have four offices around the world, including Guangzhou, Shanghai, Beijing and California and over 12,000 square meter molecular pathology and NGS laboratory. In 2020, we set up the laboratory in California and received both CLIA certification and CAP accreditation.
- We have demonstrated our unique technical strength by presenting our studies in prestigious academic journals and international conference. Our oncopanel shows excellent clinical performance in FDA-led study, delivering high sensitivity and specificity.
- We have maintained close strategic cooperation with Illumina in several areas. We also cooperated with Biopharma partners to conduct global clinical studies, and provide world leading genetic testing service. Biopharma Partner Services include genomic data solutions, central lab testing, CDx Development & commercialization, and precision patient recruitment.
- Check out our website for more information! <https://us.brbiotech.com/>

In addition to working with a great team of smart and energetic people, we also offer a very competitive benefits package. We care about our people as they are the key to our success. We provide an open and friendly work environment where we empower people and provide them with opportunities to develop their long term career.

If you would like to learn more about this role, please contact Ying Tang at ying.tang@brbiotech.com

