




 Join MAGic BioProcessing as a Key Account Manager - Pioneering Magnetic Bead-Based Separation for mAb and cell Isolation  

Are you a proactive and driven professional with a deep passion for biotechnology and expertise in purification and manufacturing of monoclonal antibody (mAb) or cells for cell therapy approaches? Are you excited about the prospect of joining an innovative biotech start-up? Skilled in building strong client relationships and dedicated to driving business growth through innovative solutions, while enjoying the flexibility of a hybrid work arrangement? If so, we have an exciting opportunity tailored just for you!

 **Company Overview:** At MAGic BioProcessing, we are a dynamic and pioneering biotech start-up, disrupting the downstream mAb manufacturing landscape with our revolutionary magnetic bead-based separation technology. Our scalable cutting-edge approach eliminates the need for multiple operational steps, such as centrifugation and capture, by seamlessly combining them into a single, efficient step for the isolation of mAb. The scalability of our technology makes it also the perfect solution for cell isolation for both autologous and especially allogenic cell therapy. We are driven by our passion for advancing manufacturing tools and making a tangible impact and transforming the manufacturing of precious biological molecules and therapeutic cells. As we continue to make waves in the industry, we are seeking a talented Key Account Manager to spearhead our US market efforts, based in Boston, MA.

 **Job Title:** Key Account Manager - Magnetic Bead-Based Separation for mAb and cell Isolation


 **Location:** Boston, MA (Hybrid - In-office and Remote)

 **Job Responsibilities:**


- Spearhead strategic plans to drive sales and revenue growth within the manufacturing and purification of mAbs and the isolation of cells, focusing on magnetic bead-based separation technologies.
- Cultivate and nurture strong relationships with existing clients, playing a crucial role as their primary point of contact for all business-related matters.
- Identify and pursue new business opportunities and potential clients within the biotech research and manufacturing community, presenting the game-changing advantages of our magnetic bead technology.
- Collaborate closely with the marketing and product teams to align sales strategies and promotional activities, effectively communicating the vision and potential of our innovative solutions.
- Conduct product demonstrations and compelling presentations to showcase the transformative impact of our magnetic bead-based separation approach.
- Provide exceptional customer support, promptly addressing any inquiries, issues, or concerns with utmost professionalism and technical expertise.
- Stay up-to-date with industry trends, market developments, and competitor activities to leverage valuable insights for business expansion.


Qualifications:

- Bachelor's degree in a relevant scientific discipline, biotechnology, or business-related field.
- Demonstrated success as a Key Account Manager or in a similar sales role within the biotech industry, with a focus on magnetic bead-based separation technologies for mAb and cell isolation.
- Comprehensive understanding of manufacturing of biologicals such as mAbs and therapeutic cells, specifically downstream bioprocessing tools, and its critical role in optimizing mAb production and enabling scale up for allogenic cell therapies.
- Excellent communication, negotiation, and presentation skills, with the ability to articulate complex scientific concepts effectively.
- Entrepreneurial spirit with the ability to thrive in a fast-paced, start-up environment.
- Results-driven mindset, with a strong focus on achieving and exceeding sales targets.

 **What We Offer:** Joining MAGic BioProcessing presents an incredible opportunity to be part of an ambitious and innovative biotech start-up. We offer:

- Competitive conditions and are open to consider different arrangements, including full-time employment, consultancy roles, or establishing the US-based subsidiary of our company
- The chance to make a tangible impact in a growing company and shape the future of biotech research.
- A dynamic and collaborative work environment that values creativity and embraces challenges.
- Opportunities for professional growth and career advancement in the forefront of disruptive tools for downstream processing of mAbs and completed scalability of cell therapy manufacturing.

 If you're ready to embark on an exciting journey with us, revolutionizing manufacturing of biologicals with our magnetic bead-based separation technology, we want to hear from you!

 **To Apply:** To apply for this role and be part of our pioneering team, please submit your resume along with a cover letter highlighting your achievements and how your skills align with our vision. Send your application to [info@magicbioprocessing.com].

Join us as we redefine biotech research and contribute to groundbreaking discoveries with our magnetic bead-based separation technology!

MAGic BioProcessing is an equal opportunity employer and welcomes applications from candidates of diverse backgrounds and experiences.

#BiotechStartUp #KeyAccountManager #BostonJobs #MagneticBeadSeparation
#BiotechInnovation #ScientificAdvancements #EntrepreneurialOpportunity