

Partnership Manager – Full Time Permanent

Job Reference: SCIPM19

Job Title: Partnership Manager

Location: Cambridge

UK Salary: £ Competitive dependent on experience

Benefits: Healthcare, Pension (7%), Stock eligibility, Bonus plan, 25 days' annual leave

Hours: 37.5 hours per week (Monday – Friday)

The Company

SciBite Limited is a young, exciting scale-up stage company based in Cambridge UK that is transforming the way life science organisations handle text and documents. Our semantic solutions understand the complexity and variability of content within Life Sciences yet are still simple to use. We can quickly identify and extract scientific terminology from unstructured text and transform it into valuable machine-readable data. Flexibility is key. Multiple deployment options from pre-built end-user applications through to 3rd party application integration mean that the value of our semantic technology reaches a much broader audience than ever before. Our architecture is designed as such that our capabilities can be integrated with ease into 3rd party applications and as such opens up a large opportunity to manage this growing set of relationships at SciBite.

The Role

Reporting directly to the CEO, we have a new role and are looking for a confident, enthusiastic and organised candidate to manage our growing partnership environment.

- You will be responsible for qualifying and establishing new relationships within the Life Science technology domain whilst nurturing and evolving existing relationships
 - The candidate should have a comprehensive understanding of the Life Sciences space and a solid interest in the technologies and vendors available to end users to push a productive channel sales strategy
 - Should be competent with solution selling principles
 - To develop a comprehensive understanding of the SciBite portfolio and be able to articulate the unique value propositions to prospective partners
 - To quickly identify/ prioritise the potential value of new partnerships to ensure these align with the SciBite commercial strategy
 - A deep understanding of technology companies and industry trends in Life Sciences is essential
 - Must be able to see opportunity and promote how SciBite can create significant value through a partner network
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Duties:

- Set up and maintain successful and strategic revenue generating partnerships
- Manage the Partnership Sales Cycle in its entirety
- Develop both internal and external relationships as the role will encompass working closely with multiple teams within SciBite
- Utilising negotiation and communication skills to fulfil the potential of partner relationships
- Acting as the main point of contact for partners

Qualifications/Skills/Experience:**Essential**

- A good team player/ self-starter with the ability to work using own initiative
- Excellent written, verbal, interpersonal, presentation and negotiation skills
- Experience of working under pressure and with minimum supervision
- Punctual with effective time management skills
- Knowledge of Excel and basic understanding of working through spreadsheets
- Can set priorities and be flexible in changing environment
- Ability to identify problems and apply creative solutions
- Working knowledge of sales concepts, methods and techniques
- Ability to negotiate and persuade over the telephone or face to face
- Ability to exercise independent judgment and discretion

Desirable

- Previous knowledge of working through the Sales Cycle for partnerships in a similar organisation
- Background in Data integration, Bioinformatics and/or Informatics
- European Languages
- Bachelor's degree preferred
- Familiarity with navigating multiple levels of an organization in order to establish contact with key decision makers

Other

- Eligibility to work in the UK
- Drivers licence, clean driving history and access to reliable vehicle
- Genuine interest in technology and the desire to continue learning to drive career development

What We Offer:

A career at SciBite comes with the chance to help tackle real-world challenges of some of the biggest companies in biomedicine and beyond. Coupled with that comes competitive salary, a fantastic benefits package, share options and the chance to work in an environment that encourages innovation and personal development. Perhaps

most importantly, working at SciBite offers a chance to enjoy working in a small, friendly team where what you contribute really makes a difference. If you're excited by innovation and want to join a company that's breaking new ground and growing quickly, please apply at careers@scibite.com quoting the position reference above.

