

## Partnership Manager

Job Reference	R40208
Job Title	Partnership Manager
Base	UK/EMEA; Remote; flexible working policy applies
Salary	£ Competitive dependent on experience
Benefits	Healthcare, Pension, Bonus, 25 days annual leave
Hours	35 hours per week (Monday – Friday)

### The Company

SciBite Limited is a multi-award-winning life-sciences technology company based in Cambridge UK and is now a part of Elsevier. Together SciBite and Elsevier are transforming the way life-science organisations view and utilise scientific content contained within unstructured text and documents. Our semantic deep-learning 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. Our tools are flexible and versatile, facilitating use by both end-user scientists and integration into 3rd party applications. Our team of expert software engineers and data scientists are at the forefront of the latest developments in AI, such as ontologies, knowledge graphs and machine learning. You'll get to work directly with Elsevier's world-leading set of resources, literature, and databases and SciBite's semantic text analytics technology – a formidable combination that exists nowhere else.

### What Makes Us Different

At our heart, we're excited by the possibilities for our technology and embrace new use-cases and ideas. We don't stick to a rigid architecture but encourage the use of the right technology for the right problem, looking to all our developers for input and inspiration. Above all, you'll be directly shaping the cutting edge of informatics and drug discovery with some of the world's major pharma and life science technology companies. The working environment is welcoming, and we embrace a work hard, play hard philosophy. You'll be encouraged to take ownership of key projects and explore ideas and technologies.

### The Role

- Develop a thorough understanding of SciBite's offerings, competitive advantages, and processes. Learn to articulate them persuasively to prospects and partners
  - Develop a thorough understanding of partners offerings and how these are delivered to their customers. Through the development of mutually beneficial relationships, work collaboratively with prospects and partners to develop the joint value proposition, commercial model, and go-to-market strategy
  - Prioritise opportunities to create and manage a pipeline with CRM tools for maximum efficiency and visibility, with carefully executed follow-up to closure
  - Work in close partnership with internal teams (Technical Sales, Project Management, Professional Services, Technical Engineers) to develop partnerships that extend SciBite's customer base while managing risk to SciBite's own direct offerings. Develop these
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partnerships to ensure ongoing high satisfaction for joint customers, and develop and grow new revenue streams for SciBite

- Identify opportunities for co-promotion with joint partners and engage the relevant stakeholders to develop and deliver these, extending SciBite's sales reach and generating new sales opportunities
- Keep current with industry trends; engage your partners, address their business challenges, and propose mutually beneficial solutions.
- Support at external and internal customer facing events

### **The ideal candidate**

- Passionate about Life Sciences with a strong interest in pharmaceutical and biotechnology R&D. You feel a strong connection to SciBite's mission and will work collaboratively with partners to ensure mutual success
- A problem solver, educator and business consultant; you love a challenge and can objectively review complex opportunities and work collaboratively to find a path forward. You also engage stakeholders and present both the opportunities and proposed solutions in a manner appropriate to the audience
- Demonstrated development of meaningful partnerships and proven track record as a trusted advisor to organisations operating in the life sciences
- Highly organized with a firm grasp of your business - you accurately log all sales activity and prospecting in a CRM with speed and accuracy and engage stakeholders as and when needed
- Understanding of the digital informatics landscape with the ability to credibly articulate strategic insights for partners and customers that are based on data and research
- A fast learner, you love to stay at the forefront of an ever-evolving industry
- Positive and fun! Balance in life is as important to you as being successful in business

### **Qualifications/Skills/Experience**

- Proven experience in and understanding of the Life Sciences / Bioinformatics while being comfortable to discuss the various technologies and trends that are currently applied.
  - Demonstrate a comprehensive understanding of the technologies / environments / vendors commonly used in the informatics industry
  - Excellent written, verbal, interpersonal, presentation and demonstration skills – the candidate must be able to convey complex tasks to a wide-ranging audience
  - A good team player / self-starter with the ability to work using own initiative
  - Punctual with effective time management skills
  - Strong understanding of the Life Sciences (primarily Pharma and Biotech) ecosystem
  - Experience of working under pressure and with minimum supervision
  - Genuine interest in technology and the desire to continue learning to drive career development
  - Ability to identify problems and apply creative solutions to these in a dynamic environment
  - Familiarity with legal contracts a plus
  - A degree in relevant subject area such as Computer Science, Computational Biology, Bioinformatics, or similar
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- Bachelor's degree 3+ years' experience in a business development or partnerships role in the life sciences industry or closely related field.

**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 close, friendly team where what you contribute really makes a difference.

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