

CRELUX, part of WuXi AppTec's Research Service Division, is a global provider of structure based drug discovery solutions.

We have been delivering customized and integrated services in drug discovery, X-ray crystallography, protein supply, biophysical analysis and fragment screening, to support small and large molecule, as well as biopharmaceutical drug discovery, for more than a decade. Our mission is to enable our clients to perform their work faster, more efficiently and more successfully. Integrating the comprehensive portfolio of services offered by our parent company WuXi AppTec, CRELUX offers a unique opportunity for our collaborators to accelerate discovery activities.



Role

A new opportunity has arisen with our Client Relations-Team (CR) for a Scientist with a degree in biochemistry, chemistry, biology or comparable (ideally with a doctorate) with some experience in protein production, "biochemical/biophysical assays" and structural biology and an affinity for commercial aspects, full-time, for immediate entry.

The successful candidate will be part of our CR Team, which is responsible for the exciting interface between customer contact and communication, scientific evaluation of customer enquiries, preparation and negotiation of offers up to the conclusion of the contract and the transfer of the project files to the Project Management Team. Our CR Team works closely with our sales team and the scientific departments and takes over or coordinates the tasks from first customer contact to project start.

Responsibilities

If you love the challenge of translating scientific questions into concrete projects in a team and establishing the contractual/commercial framework for these projects, then this is the right place for you. Your tasks include among others:

- Independent customer communication in person, by e-mail and in telephone or video conferences
- Presentation of the research services to customers. Obtaining, understanding and initial evaluation of project requests
- Internal coordination of the scientific evaluation of requested projects and preparation of an initial work plan as a basis for the preparation of offers
- Commercial responsibility in the preparation and presentation of offers to the customer
- Internal administration and coordination of offer documents in corresponding databases
- Support of marketing tasks (compilation of information material such as PPT, home page, webinars etc. and presentation to the customer)
- Close interaction with and support for other Crelux / WuXi departments, especially Business Development and Project Management
- Ability to evaluate customer enquiries independently

Required Skills

We are looking for motivated employees with a scientific education (biology, biochemistry, pharmacy, biotechnology, chemistry or comparable), ideally with a doctorate or comparable practical qualification.

- Ideally first work experience in the biotech sector (scientific or with customer contact)
- Good theoretical understanding or hands-on experience in protein production, "biochemical / biophysical assays" and structural biology; for at least one of these disciplines a deeper understanding is preferred
- Basic understanding of requirements, processes and technical applications in the field of 'Early Drug Discovery'
- Basic understanding and knowledge of the non-scientific, commercial fundamentals of a service company in the research sector
- Ideally further training or experience in business
- Ideally, initial experience in service-oriented work, dealing with customers and external partners

- Ability to convey information and to communicate in a targeted and constructive manner both within and outside the company
- Readiness for flexible working hours for customer interaction in USA and Asia
- Very good written and spoken English skills
- Routine handling of common computer applications (MS Office, databases, Internet applications, etc.)
- Self-motivation and ability to recognize problems and resolve conflicts independently
- Careful, independent and self-reliant, structured, reliable and responsible working style
- Enjoy working in a team in an international working environment

We offer

A permanent contract of employment as well as an exciting and varied job in an international, innovative environment of pharmaceutical contract research. We are also happy to give suitable young professionals a chance.

Are you interested?

We look forward to receiving your detailed application by email, with a cover letter and a current CV, stating your desired salary and the earliest possible starting date, to our human resources department, Ms Evelyn Frey-Royston, Email: evelyn_freyroyston@wuxiapptec.com.