



## Global Headquarters

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**FOR PUBLIC RELEASE**

**APPROVED**

By Stephen Perry at 12:45 pm, Feb 12, 2019

## PERMANENT, FULL-TIME JOB OPENING:

### Business and Technical Solutions Director/Vice President

NOTE: Exact title commensurate with incoming qualifications.

#### **Reports to CEO**

#### **About Kymanox:**

Kymanox is a diversified organization that helps its clients in the biotechnology, pharmaceutical, and medical device industries. Besides providing professional services, we also develop and maintain products for use in the same industries. Kymanox was founded in 2004 and has been growing steadily since its inception. Our clients range from Fortune 100 companies to virtualized, venture-backed start-ups.

#### **Division/Region:**

Kymanox Corporate Operations

Domiciled: Convenient to New Jersey, Boston, and Philadelphia Markets

Territory: Global, but with support focus on US East Coast, North America, and EU.

#### **Group:**

Business Services

#### **Timing:**

Applications: Now to April 2019

Interviews: Now to May 2019

Start Date Range: March to July 2019

#### **Educational Background:**

Bachelors of Science in a STEM degree (Science, Math, or Engineering) from an accredited institution. Continuing education or certificates in sales, engineering, quality, and regulatory affairs a plus. Note: Preference will be given to candidates with Engineering backgrounds or equivalent technical work experience.

#### **Experience:**

At least 10 years of proven solution architecture experience in the Biopharma and Medical Device industries (i.e., Life Science) with knowledge and/or close contacts in three or more of the following practice areas:

- Project Management or Program Management
- CGMP Manufacturing (Pharma, Biotech, Device)
- Late State Process or Product Development (Pharma, Biotech, Device)
- Process Engineering or Technical Services or Manufacturing Sciences
- Quality Control or Analytical Science
- Quality Assurance
- Regulatory Affairs
- Technology Transfer
- Clinical or Medical or GLP
- Validation (Equipment, Facility, Utility, Process, Cleaning, Method, Computer)

**Job Description:**

This new Kymanox role will act as a professional services liaison working closely with the CEO, as well as with the Executive and Senior Leadership Teams (ELT and SLT) and all Kymanox group heads. The ideal candidate should have an Engineering (preferred) or Science background with a demonstrated ability to understand Life Science commercialization needs and identify the necessary resources to ensure program, project, and business success. The target markets for Kymanox services and products include Biotech, Pharma, Medical Device, and Combination Products. This position will contribute to high-level sales strategies to meet assigned business objectives to 2025 and beyond.

- Connect with clients and prospects at a peer level and in the capacity of a trusted advisor; help detail problem statements and identify true needs – both in the near and long term.
- Help develop or customize solutions with Kymanox Subject Matter Experts (SMEs) that are captured in detailed, written proposals.
- Work closely with key stakeholders to align short-term activities and practices to effectively meet assigned long-term business objectives.
- Ability to clearly communicate technical and compliance solutions to prospects – including a broad range of related capabilities and proven past performance.
- Have an existing contact network (USA and International) upon which the ideal candidate can call on to develop new business opportunities (e.g., expanding Kymanox Preferred Partner Network) in accordance with written business objectives.
- Communicate effectively over the phone, in writing, and in person within the context of a highly technical and strictly regulated professional services environment.

- Document and track all leads, contacts, opportunities, projects and activity history within the web-enabled CRM and ERP tool. Ideal candidates will be goal and data driven;
- Negotiate and develop effective solutions to client needs.
- Provide high-level account management oversight to foster ongoing existing relationships.
- Provide input on various marketing campaigns and attend industry events as a trusted advisor and known solution architect within industry.
- Help track and report Key Performance Indicators (KPIs) for business activities to Senior Leadership Team.
- Support select projects at their start to ensure the right Kymanox resources are engaged and have traction; furthermore, provide high-level executive oversight to help make sure scope, schedule, budget, and risks are managed appropriately and
- Act as a genuine and reliable ambassador of the Kymanox brand as well as to the 60+ professionals who call Kymanox their work family.

**Desired Aptitude and Skill Set:**

- Strong professional presence.
- Excellent at relationship management; including communication responsiveness.
- Ability to work cooperatively in a matrixed team environment.
- Highly motivated and hard working in an autonomous setting.
- Team player with a positive attitude.
- Extremely organized and ability to document information clearly, timely, and succinctly.
- Comfortably extroverted around people, including people you do not know.
- Computer and IT savvy.
- Ability to multi-task, when needed. Ability to focus, when needed.
- Adaptive to evolving work environments and responsibilities; enjoy variety.
- Excellent writing skills; ability to write project solution summaries and value “documents as monuments.”
- Sense of urgency on short term tasks, but long-term decision maker.
- Value and understand quality.
- Uncompromised honesty and integrity.
- Excellent and effective phone etiquette.
- Appreciative of marketing and branding messages.

**Travel:**

Estimated overnight travel total is 30%, with some months being less and some months being more. Travel burden will be higher in the first year to establish initial connections with existing clients and team members.

**Career Development:**

This is designed to be an experienced contributor position at Kymanox. The position may evolve over time and responsibilities will be added continuously as this is a fast growing part of Kymanox. And since Kymanox is a rapidly growing company, there will be other opportunities for advancement. Ideal candidates, however, could see themselves working in this primary role, or in a similar capacity, to 2025.

**Compensation:**

Compensation is commensurate with experience, qualifications, and other intangibles evident during the interview process. After a 90-day waiting period, eligible for additional incentive-based and performance-based compensation plans.

**Benefits:**

Medical healthcare including dental and vision, short- and long-term disability, life insurance, matching 401(k) retirement plan, continuing education assistance, and other benefits from our world-class human resources partner.

**Application:**

Send your resume to [careers@kymanox.com](mailto:careers@kymanox.com). At some point in the application and interview process, you will also need to complete the application that can be found on [www.kymanox.com](http://www.kymanox.com) under "Careers." Any missing application information, if applicable, must be explained. All applications are processed to ensure candidate confidentiality and data security. All applicant resumes are kept on file for one year.

*Kymanox is an equal-opportunity employer and works diligently to protect the rights of job seekers by following all local, state, and federal laws as well as best Human Resource (HR) practices in the Life Science industry.*