Head of Business Development

**Job Type:** Full time  
**Location:** Central, Singapore  
**Remuneration:** SGD 5,000+ with equity options

**About BioMark**

BioMark has been awarded the Best Health Tech Startup in ASEAN region in 2018 by the ASEAN Rice Bowl Startup Awards.

We believe that disease prevention is better than cure, so our mission is to get everyone biomarking - a global preventative healthcare movement where each individual is empowered to take charge of their health.

Our BioMark platform allows users to make sense of their health by keeping all their lab reports in one place by digitizing them into charts. Our platform also provides users with personalised descriptions for each biomarker, encouraging them to track their biomarkers and be in control of their health.

Want to know more about us? Feel free to view our website [www.biomarking.com](http://www.biomarking.com) and like our Facebook page at [www.facebook.com/biomarking](http://www.facebook.com/biomarking)!

**About the role**

The Head of Business Development will be responsible for increasing the performance of the business by driving sustainable and continuous growth in a dynamically changing marketplace across Southeast Asia.

The Head of Business Development should be self-motivated and results-driven. He or she must be capable of developing product and sales strategies. We are looking for someone with a strong execution capability. The position will report to the Chief Executive Officer (CEO). The successful candidate must have excellent communication skills, negotiation and people skills. He or she must also have a strong interest in the healthcare/wellness sector.

**Requirements:**

- Graduate of a Business Course, preferably MBA, with experience in healthcare industry
- Passionate about healthcare/technology and making a positive impact on people’s lives
- At least five years of experience with business development initiatives
- Strong communication and interpersonal skills and proven negotiation skills
- Project management experience across a diversity of platforms
- An entrepreneurial, risk-taking attitude, and the humility to make honest assessments about areas for improvement
- A nimble, collaborative, and energetic approach to solving business challenges
- Ability to engage with a variety of stakeholders to build win-win partnerships
Experience covering large healthcare/pharma/insurance corporate customers is preferred

Major Responsibilities:

- Generate leads (mainly healthcare, pharma, insurance corporates) and win business
- Negotiate commercial contracts
- Maintaining fruitful relationships with existing clients
- Organise and attend marketing and promotion public and industry events
- Advocate of BioMark’s story

Specific Responsibilities:

- Development of strategic partnerships based on business objectives, identify, prioritise, and cultivate relationships in Biomark’s key markets (Malaysia, Singapore, Philippines, Indonesia, Vietnam)
- Develop business plans that clearly state missions, objectives and revenue goals
- Researching organisations and individuals online to identify new leads and potential new markets
- Contacting potential corporate clients to set up meetings - will involve cold calling
- Work with the marketing team to develop business to meet revenue and profitability goals
- Represent the company at various conferences, committees and business meetings to promote our company, work on creating positive relations with our partners and investors
- Participate in product launch plans, marketing, promotions and communications
- Contacting clients to inform them about new developments in the company’s products
- Negotiating and renegotiating by phone, email, and in person
- On a periodic basis, review what’s working and what’s not, and have the nimbleness to change course when needed
- Training personnel (on public image, branding, communication)
- Possess detailed product and technical knowledge

Please email a copy of your resume to zahwah.bagharib@biomarking.com by 7 February 2020. Only shortlisted applicants will be notified.