WHO WE ARE

Cerba Research provides the highest quality specialized laboratory and diagnostic solutions while leveraging patient data and scientific insight to shape and advance clinical trials. With our global footprint and access to leading regional labs, data, patients, technology, and partnered resources, we support global biotech, pharma, and IVD organizations to improve the lives of patients around the world.

From the translation of preclinical to clinical, through commercialization, our expert scientists collaborate with you to optimize your therapeutic development and obtain critical insights earlier. We help accelerate your therapies through the development of highly specialized custom assays, deep biomarker expertise, and a passion for scientific innovation across complex therapeutic areas. Our global network of leading, specialty laboratories ensures you have access to quality data and can reach your patients. Together, we’ll improve patients’ lives around the globe.

WHO YOU ARE

We are looking for a highly motivated and commercially driven Life Sciences professional to fill the position of Scientific Sourcing Specialist/Manager. The new position will work closely with the Business Development, Proposal and Science teams by procuring new -internal and external- laboratory methods and integrating them in the services portfolio of Cerba Research.

RESPONSIBILITIES

Customer Support

- Translate client’s needs into an appropriate laboratory testing offer, independently or in collaboration with key scientists
- Provide scientific support and guidance to clients and commercial teams (incl. BD & Bus Ops) team during all stages of the sales process, with a specific focus on Bioanalytical services and methodologies within Oncology and/or Metabolic therapeutic areas. Act as liaison between in house subject matter experts and the clients.
• Work directly with commercial team to help clients to understand the scientific aspects of Cerba Research’s capabilities, assist in closing business and ensure appropriate strategy and solution is proposed to the client
• Work closely with proposal team and sales team in clinical study protocol assessment and setting up new tests in designated labs
• Proactively engage key team members (schedule meetings and conference calls) to develop strategies for testing and proposing best solution for the clients.
• Mediate technical and scientific questions from clients throughout the execution of a clinical trial protocol.
• Client portfolio overview, assist operational teams with streamlining client requirements over their portfolio
• Work closely with proposal Analyst and analyze RFPs for performing gap analysis. Work with internal science team and the labs to see how we can bridge those gaps and strengthen our testing portfolio.

Scientific Expertise and Marketing support

• Proactively exchange information with commercial team on latest developments and emerging technologies/methodologies that could expand Cerba Research’s services.
• Provide scientific training about new or custom lab methods to other scientists to support transfers of new trials from contracting to setup and liaisons between PM and laboratories.
• Represent Cerba Research in various scientific activities, including client meetings and conferences
• Closely collaborate with sales, science and marketing team to translate scientific advances and in-house know-how into appropriate sales enablement and marketing strategies.
• Assist in completing RFIs concerning Science related questions.
• Work with scientific team/CMO and marketing team to author white papers, slide decks, poster abstracts and scientific marketing materials for presentation on conferences, webinars.
• Work with management to identify target services that matches the company’s current and forward-looking capabilities
• Actively prospect and leverage potential new business opportunities within existing accounts
• Gather and disseminate competitive intelligence and stay current in scientific knowledge through readings, webinars, conferences, SME meetings, etc. Provide internal sessions to inform all teams on scientific advances.
• Maintain and build strong internal relationships within the company by demonstrating cross-functional collaboration

REQUIREMENTS

• Strong scientific background (PhD level), and willing to become an expert in key technologies in clinical laboratory testing within Oncology and/or Metabolic therapeutic area
• Strong analytical skills in assessing and interpreting customer requirements
• In-depth knowledge on clinical laboratory science, GCP and drug development process, QA accreditation requirements on a global scale.
• Knowledge of FDA requirements would be an asset
• Fluency in English (written and spoken); other languages are an asset
• Ability to work independently and in a multi-functional team environment
• Highly motivated, self-directed and capable of prioritizing opportunities and perform multiple tasks
• Experience in medical writing
• Strong communication skills and customer-oriented mindset, analytical and problem-solving skills
• Ability to travel up to 50%