

Job Title: Technical Project Manager

SignalChem Lifesciences Corporation (SLC) is a clinical stage biotechnology company based in Richmond, British Columbia and is a world recognized leader in kinase research. It consists of two arms of business: Bioreagent business and Therapeutics business. SignalChem Pharmaceuticals Inc. (SCP), the Bioreagent business, was established focusing on producing kinase-related products and other signaling proteins to facilitate biomedical research and drug discovery efforts of leading research institutions and pharmaceutical companies globally. SignalChem offers signaling protein products encompassing kinases and clinically relevant kinase mutants, phosphatases, epigenetic enzymes, ubiquitin related enzymes, and proteases. SignalChem has uniquely positioned itself in the forefront of kinase inhibitor drug discovery. Its advantages include, but not limited to, the largest and ever-growing repertoire of active kinases and mutant kinases, optimized activity-based assays on multiple assay platforms, broad interactions and partnership with leading pharmaceutical companies. In addition, SignalChem provides research tools and custom services in enzyme activity assay, compound profiling, custom recombinant antibody production and protein production.

SignalChem has established itself as a leader in the development of innovative cell signaling products to meet the needs of scientist in basic research and drug discovery. The company has utilized its core capabilities of cellular signaling, molecular biology and protein biochemistry to generate more than 750 products as part of its current and continuously expanding product portfolio. One area of particular strength for the company is the production of highly purified human recombinant enzyme and protein targets. With this ever expanding library of enzymes and protein targets, SignalChem has invested additional resources to perform profiling of compounds as well as the production and validation of high quality isoform specific antibodies which are intended to recognize a single target; the protein of interest. We are pleased to provide our clients with access to high quality validated cell signaling products and compound profiling service.

In addition, the bioreagent products can also be used to develop diagnostic kits (Biomarkers) to support discovery and development of drug candidates using a personalized medicine approach. This entails identifying those patients with the related kinase defect and applying a specific targeted therapy against the defective kinase which will improve SLC's prospects of successful clinical development and improved patient outcome.

Overview:

SignalChem is seeking a well-qualified Technical Project Manager to join the sales team. The ideal candidate will be an experienced industry professional with a proven track record in scientific sales. The individual must have exceptional people skills and perform well in a team environment. They should also be able to interpret sales metrics and be goal-oriented. Ultimately, the team

member should be able to contribute to creating and maintaining good customer relationships as well.

Duties and Responsibilities

- Respond positively to all incoming customer inquiries
- Prospect and follow up on leads
- Assess individual customer requirements and liaise with appropriate SignalChem departmental employees to ensure that customers receive accurate information within twenty-four (24) hours
- Work closely with SignalChem's R&D scientists to provide timely status updates to clients on all current and new projects and attend regular company sales meetings
- Attend client meetings (in office/conference calls) to provide input on SignalChem's services or provide feedback on any issues experienced
- Manage all aspects of projects, including:
 - Meeting deadlines, time management, contingency planning, ensuring appropriate approval channels and procedures, budgeting, project analysis, project tracking and monitoring, and writing project reports for customers
- Report project scope, strategy and objectives to relevant internal parties
- Represent SignalChem at key industry events, forums, exhibitions, and networking functions
- Contact existing customers for feedback or opportunities in other service areas
- Provide support to R&D scientists, sales and marketing team members
- Forecast market conditions and generate strategies based on findings
- Meet and exceed SignalChem's discovery services financial targets
- Record and maintain monthly, annual sales reports for SignalChem's discovery services
- Coordinate and manage other custom projects by other sales reps
- Contributing sales and marketing ideas for future campaigns
- Come up with experimental designs that are suitable as per client needs

Requirements

- Post-graduate degrees (MSc) and/or professional business designations are preferred
- Minimum of one (1) year of sales experience. Laboratory experience preferred
- Detail oriented, and organized with great communications skills
- Professional in mannerism and appearance and must be a team player. Ability to work under pressure
- Devotion to customer satisfaction and relationship building
- Proficiency in Microsoft Office applications: Word, Excel, PowerPoint, Outlook
- Knowledge of Prism, CRM, and Pardot is an asset
- Scientific background in drug discovery, molecular biology and biochemistry is an asset
- Ability to identify and solve problems, provide solutions and multitask under strict deadlines



#110-13120 Vanier Place
Richmond, BC V6V2J2
CANADA
1-866-9 KINASE
Tel: 1-(604)-232-4600
Fax: 1-(604)-232-4601
www.signalchem.com

Why Work for Us?

SignalChem's employees are passionate, dedicated and extremely motivated to succeed. We are excited by the cutting-edge science and technology, the endless possibilities we holds and the sheer opportunity to be a part off. To learn more about SignalChem and our current openings, please visit our website at www.signalchem.com.

We offer challenging career opportunities, competitive benefits and unique work environment.

How to Apply

If you are interested in this challenging opportunity, please send the resumes to humanresources@signalchem.com. Due to the high volume of applicants, only those selected for interviews will be contacted.