

In hiring:

Chief Scientific Officer

Location: Changzhou City, Jiangsu Province, China

Position type: full time

Required Education: PhD

Expected hire date: ASAP

Job ID:

Description:

This is a critical leadership position with joint responsibility for promoting the business of Santai Labs. The major function for this position is to plan and develop scientific strategy for product and service, build competitive scientific strength; provide leadership and vision to ensure proper scientific procedures and systems are implemented and followed; provide management and leadership of the scientific division; develop and maintain partnerships and relationships with the scientific community.

The candidate will report to the President.

Requirement:

- Ph.D. in organic chemistry or medicinal chemistry with 7+ years of industry experience in US pharmaceutical companies or biotech companies;
- 5+ years of management experience, including project and budget management. Experience in strategic and leadership positions preferably in a start-up;
- Excellent oral and written communication and presentation skills;
- Proven track record of innovation including peer-reviewed publications and/or patents;
- International travel required.

Responsibilities:

- Provide strategic, operational and scientific guidance in creating effective business development and execution plans;
- Provide strategic, scientific, and operational input into individual project and services, provide scientific oversight during execution of the project and services;
- Lead and participate in analysis and review of data and editing of documents such as project progress reports, standard protocols, etc.;
- Facilitate and/or deliver scientific information and research findings through symposia, lectures, and meetings;
- Identify current and future opportunities based on emerging CRO practices
- Direct market development activities, communicate to pharmaceutical and biotech professionals including key decision making leaders, present company's products and services at meetings with various

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industrial professionals;

- Develop and maintain positive relationships with the pharmaceutical and biotech community;

Incentives, benefit and possible salary range information:

Company will provide comprehensive/competitive compensation package including: stock options, salary and benefits.

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Director/Senior Director, Synthetic Chemistry

Location: Changzhou City, Jiangsu Province, China

Position type: full time

Required Education: PhD

Expected hire date: ASAP

Job ID:

Description:

The candidate will report to CSO.

Requirements

- Ph.D. in organic chemistry with 5+ years of relevant experience in the US pharmaceutical or biotech industry;
- Extensive experience in synthetic organic chemistry including design and synthesis of complex molecules;
- Ability to work independently and to interact with a multidisciplinary team of organic and medicinal chemists, biologists, pharmacologists and external collaborators;
- A solid track record of scientific publications;
- Excellent communication skills in both English and Chinese;
- Experience with structure-based drug design;
- Flexibility to work in a dynamic environment.

Responsibilities:

- Provide input and update to CSO about progress of scientific projects
- Plan and supervise a team of PhD, MS and BS chemists' daily activities;
- Provide scientific guidance and troubleshooting to chemists for technical difficulties;
- Write progress reports for clients and CSO;
- Recruiting of chemists.

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Manager/Director, Business Development

Location: US

Position type: full time

Required Education: BS minimum, PhD preferred

Expected hire date: ASAP

Job ID:

Description:

This is a sales-oriented business development position involving the development of company's products and services, creation of marketing strategies, generation of sales leads, negotiating and closing deals. The manager will be a member of high performance team that identifies new business opportunities, secures contracts and oversees the overall satisfaction and ongoing relationship with the client.

The candidate will report to Director of business development.

Requirement:

- BS in life science or business/marketing; MBA or other graduate degree is preferred;
- Exceptional communication and interpersonal skills, both written and spoken, with an ability to influence, convince and persuade, Strong customer service orientation,
- 3+ years of demonstrated previous business success in sales/marketing management, pharmaceutical industry, CRO business development. In depth understanding of the early drug development process;
- Ability to facilitate and lead team activities related to new business opportunities;

Responsibilities:

- Identify and develop new business opportunities and clients;
- Develop and conduct client presentations to attract new business and support overall corporate position;
- Develop and finalize client proposals, research and develop marketing plans, including overall strategic and tactical directives, for assigned client companies;
- Negotiate and maintain contracts for client projects;
- Support marketing activities to include sales tool development, contact management, and supporting trade/scientific shows and mailings;

Disclaimer

The preceding job description and responsibilities has been designed to indicate the general nature and level of work performed by employees within this classification. It is not designed to contain or be interpreted as a comprehensive inventory of all duties, responsibilities, and qualifications required of employees assigned to this job.

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