



Company: Invitrogen Corporation – www.invitrogen.com
Location: Eugene, Oregon – Molecular Probes
Title: Business Development Director – OEM & Out-Licensing
Job Number:

Invitrogen's quest is to better the human condition through innovations in science and technology. We provide products and services that support academic and government research institutions as well as pharmaceutical and biotechnology companies.

Founded in 1987, Invitrogen™ (NASDAQ: IVGN), headquartered in Carlsbad, California, is one of the fastest growing biotech companies in the world with sales exceeding \$1 billion and conducts business in more than 70 countries. Globally we employ 3,000-plus professionals specializing in science, research, and customer service. Our employees strive for excellence and act with unyielding integrity.

Invitrogen is seeking an experienced Business Development Director to lead OEM & Out-Licensing activities for the Molecular Probes Strategic Business Unit.

Position Objective:

The key objective of this position is to direct and manage business development activities of the Molecular Probes Strategic Business Unit (SBU) of Invitrogen. This position provides a liaison between outside companies and the Molecular Probes SBU to evaluate and act upon out licensing and OEM sales opportunities, strategic alliances, and contract research opportunities related to this Business Segment. In addition, this position is responsible for driving OEM and out license revenue for other Business Segments, as appropriate, particularly where cross segment opportunities arise. This position works closely with field sales personnel as well as OEM sales and out licensing personnel based at corporate headquarters in Carlsbad, California.

Essential Functions:

- Contributes to the development of and implements long and short term strategy and tactics for out licensing technology and making OEM sales, in line with the overall commercial strategy for the achievement of revenue and account management goals, and in alignment with Business Segment strategies.
- Develops new business opportunities and strategic partners, particularly regarding opportunities for out-licensing Molecular Probes' technology; focuses on opportunities and market areas where Molecular Probes/Invitrogen has a limited market presence, does not have legal rights to required technology, or does not have technical expertise/capability to develop or sell the product.
- Leads and develops a team of Business Development Associate(s) and Business Development Manager(s) to achieve assigned goals and objectives.
- Develops and implements OEM pricing strategies; works closely with Custom/Bulk and regional sales offices/affiliates to implement these strategies.
- Works closely with Business Segments team in implementing goals and strategies.
- Serves as the technical liaison between the business and outside entities, providing reagents, technical information, technical advice, data, and data interpretation as needed, obtaining information needed from the outside entity to propose terms and set up licenses.
- Maintains excellent communications with field sales personnel and other departments within the Company; actively solicits input into decision making processes and provides information regarding licensing strategies/decisions and proposed research contracts and their impacts upon other departments to those departments.

- Keeps abreast of technical developments at Molecular Probes, both in Organic Chemistry and the Biosciences, in order to understand new technologies for out-licensing opportunities; develops and implements operating mechanisms to establish and maintain these communication channels.
- Provides regular status updates to the Business Segments regarding out license and OEM activities.
- This position is in daily contact with all levels of the organization for the purpose of exchanging complex and technical information, and with external contacts for the purpose of providing, obtaining and analyzing complex and non-routine information. With all contacts, strong understanding, empathy, negotiating and influencing skills are necessary.

Educational requirements:

Master's, Ph.D. preferred, in a life sciences degree program, plus formal business education, MBA preferred, or the equivalent combination of education and experience required.

Experience requirements:

- 10 years industrial/commercial experience in biotechnology.
- In depth knowledge of Molecular Probes' type of products and of reagents used in fluorescence-based detection; excellent capability to communicate information about these reagents to outside contacts.
- Experience in market research, competitive analysis, contract negotiation and strategic product planning, with a financial, scientific or marketing background.
- Excellent ability to communicate effectively both orally and in writing.
- Ability to generate high energy and enthusiasm in both internal and external customers.
- Ability to think creatively and to drive innovation outside of the organization, through collaborators or strategic partners, by identifying opportunities for using Molecular Probes' technology in combination with technology owned by outside entities, and influencing those outside entities to implement those proposals.
- Ability to work effectively with staff of differing levels of education and expertise and from diverse cultural and ethnic backgrounds.
- Excellent organizational skills and the ability to execute on multiple, complex projects in diverse areas.
- Ability to travel up to 15%-25%.

For information contact:

James Seetoo, Invitrogen

760.476.6114

james.seetoo@invitrogen.com