

# We are hiring!

Oncobit is a MedTech spin-off from the University of Zurich, developing novel diagnostic and monitoring solutions in cancer care. Our technology was developed with world-leading scientists and physicians to enable personalized cancer care for thousands of patients. As we have certified our first products, we are looking to hire a

## Chief Business Officer (100%)

as of September 1st, 2022, or as soon as possible.

### Your key responsibilities

- You assume full responsibility for all of Oncobit's commercialization efforts, including building and implementing our marketing and sales strategy.
- Starting as our first business hire and with a strong operational focus, you will be responsible for the recruitment and management of our sales and marketing team.
- You ensure that we meet our overall sales, turnover, and profitability targets, and are responsible for our distribution network and all our marketing activities.
- You will be a key sparring partner to the CEO and BoD in successfully driving Oncobit's commercial strategy forward.

### Your profile

- MSc in biology or a related field (PhD strongly preferred).
- At least 5 years of experience in business development (B2B) within the molecular diagnostics industry, ideally with NGS and digital PCR products, and comfortable working with clinical opinion leaders.
- Experience in establishing and maintaining international distribution partners and negotiating major sales contracts at C-level. Work experience in the USA would be an advantage.
- Very high work ethic and leadership skills. First experience in recruiting and retaining sales talent would be a very strong plus.
- Excellent written and spoken English and German skills. Other foreign language skills are an additional asset.

### Soft skills

- You are a strong and fair negotiator with a confident demeanor and the necessary empathy for colleagues, customers, and partners.
- You are a team player and have an entrepreneurial and pragmatic mindset.
- You are highly ambitious, take the initiative, and are excellent at motivating others.
- You are willing to travel internationally up to 40%.
- And above all: you are enthusiastic about our mission to enable personalized cancer care!

We are looking forward to hearing from you! Please send your CV and motivation letter to [claudia.scheckel@oncobit.com](mailto:claudia.scheckel@oncobit.com).