

Director of Strategy & Sales

LifeCanvas Technologies is an MIT startup developing cutting-edge technologies that reshape biological tissue studies and microscopic analysis, with the mission of expediting breakthrough discoveries and improving human health through a new 3D whole-organ tissue processing diagnostics platform.

The Director of Strategy and Sales is primarily responsible for driving the business development and sales strategy for the company's revolutionary sample to answer technology pipeline. You will be empowered to develop, lead and execute on initiatives to bring our novel platform, tools and services to the scientific community. You will spearhead collaborations with partners to develop co-marketing campaigns and build robust sales and distribution channels including contract research services. You will also identify and partner with pharmaceutical/ biotech companies to expand our reach and help the community understand biological tissues with unprecedented speed, depth and accuracy.

Our ideal candidate will have:

- **Business Development** - Comprehensive understanding of various commercialization models for end-to-end solutions targeted towards scientists in the Biotech/Life Sciences research market. Ability to establish relationships with Key Opinion Leaders and Stakeholders and accurately assess competitive technologies
- **Science** - Ph.D. or MS in neuroscience, biology, pathology or equivalent (preferred)
- **Excellent Communication** - Tailors communication to the customer's needs with confidence. Effective presentation capabilities and ability to clearly present and deliver technical information
- **Strategic Thinking** - Leverage institutional knowledge, scientific expertise and broad business acumen to drive superior project outcomes
- **Entrepreneurial Drive**: Excels in a fast-paced environment and thrives on the idea of challenging the status quo with a novel solution
- **Workflow Management** - Sets clear, realistic, and time-bound objectives that align to business growth both short & long-term
- **Ownership** - Goes above and beyond to complete a job and has a relentless drive to achieve results; is independent and self-directed, and takes initiative with minimal direction or supervision
- **Experiences in research product/services sales or marketing a plus**

Why LifeCanvas Tech?

- Impact human health by working with revolutionary tools from MIT to expedite discoveries
- Opportunity to work and collaborate with the brightest minds in science and tech across the US and beyond
- Collaborative, positive, and proactive culture
- Empowered to transform your idea into a product and service



- Fast and dynamic environment to change the status quo and make a big impact

Please submit your resume along with a cover letter describing your motivation for applying to rhie@lifecanvastech.com