

Job Description



Exciting opportunities at Indo-Irish biotech start up CyGenica (Previously CyCa OncoSolutions)

Position : Business Analyst

Location: 700 NIP, NCL Innovation Park, Dr Homi Bhabha Rd, Pashan, Pune, Maharashtra

Cancer is painful. The treatment chemotherapy makes it even more torturous. It makes life miserable for 18 million cancer patients worldwide. Every year we almost lose 50 % of them. As opposed to this imagine a world when cancer patients do not have to be hospitalized again and again to get multiple and massive doses of chemotherapy. That dream of reducing the pain of cancer patients keep us awake. We are working towards enabling safe and targeted delivery of cancer therapeutics (be it chemotherapy drugs or biological (genome editing) therapeutics).

In this journey we are seeking result oriented, talented, dedicated, passionate people who have a sense of urgency to solve problems to join our team and help us pioneer the field of molecular drug delivery and do big, bold things that have never been achieved before and deliver progress towards our mission. Are you full of hope and belief that, working together, we can revolutionize the development of truly transformative medicines to help patients around the world? If the answer is yes, then CyGenica is the place for you. If you want to be part of a multicultural international dynamic team, please send your latest curriculum vitae (CV) and a letter of intent to info@cycaonco.com latest by 15th July. CVs without a letter of intent will not be considered for selection.

Why CyGenica?

CyGenica, an Indo-Irish startup founded in 2017 with funding from top Govt and private organizations. It operates from Cork, Ireland and Pune, India. We have developed a novel programmable biomolecular nanomachine that delivers therapeutic molecules to the precise cellular target. This technology has received international attention and recognition most notably national award from honourable President of India and the most innovative product award by New Frontiers Program, Enterprise Ireland.

We aim to develop the world's safest molecular carrier for drug delivery to improve patients' quality of life. Our long term goal is to grow as an authentic market leader in enabling the next generation genome editing therapeutics for cancer. This is the most exciting time of growth at CyGenica and you have a unique opportunity to contribute to the development of our innovative product and make the endless possibilities of CRISPR-Cas9 technology to positively impact human health especially in transformative cancer therapeutics development.

We are dedicated and continuously implementing strategies to build a welcoming and nurturing work place by empowering everyone to push the boundaries of science and pioneer the future of cancer therapy. This will lead to better outcome for millions of cancer patients suffering worldwide. And regardless of your job title you are adding to that ripple effect of that positive impact in patients quality of life.

Job Description



We are committed to live by our values compassion, grit and excellence – that guides our actions and decisions and brings us joy on a daily basis; patient centricity is at the heart and soul of our innovation.

CyGenica is an equal opportunity employer. Explore more about this opportunity and join us in this exciting journey!

Where can you find more?

Website: www.cygenica.com

Twitter: @CycaOncoSol

Linkedin: <https://in.linkedin.com > company > cygenica>

Position Summary:

We are looking for a versatile, highly motivated and energetic Business Development Associate. Working closely with the senior management team you will contribute to the business development activities of a rapidly growing biotech start-up. You will play a key role in helping us to drive forward our strategic initiatives, fund raising, business development, due diligence, structuring and negotiating transactions, and executing deals with investors and strategic partners. You will attract new clients and build solid relationships with them while maintaining existing relationships. Other duties will include market research, developing business strategies and pitches, managing a variety of projects, and identifying new business opportunities. You will work with various departments and report to the Director Operations.

The successful applicant will be resourceful, organized and motivated to present our technology to various partners and stakeholders, enhance the company's reputation, and look for new and creative ways to market our products/technology.

Duties and Responsibilities:

- Willing to familiarize and align yourself with the company's vision and mission, seeking to accomplish set goals and objectives
- Conduct market research and identify potential clients
- Cultivate strong relationships with new clients and maintain existing client relationships
- Preparing annual operational plan of the company and its execution
- Collate and maintain client information in the CRM database
- Working closely with staff across departments to implement growth strategies
- Develop and implement sales strategies, client service and retention plans, and analyse market and competitive analysis data to inform or update business strategies
- Identify new business opportunities and partners
- Assist with drafting business plans, business pitches, presentations, reference material, and other documents as required
- Coordination with local CRO's and specialist labs
- Support in periodic review and revision of business plan
- Assist in writing and submission of reports to strategic partners
- Performs any additional tasks or projects as required

Job Description



What is essential for the role?

B. Sc/B. Tech/M. Tech with a focus on life sciences, biotechnology, chemical engineering, industrial production, or other related areas along with MBA or Masters in Management with up to 2 years of work experience.

Skills and Competencies

- Market research and analysis skills
- Competence in making pitch deck/presentations
- Proficiencies in MS Office and relevant software
- Strong interpersonal skills with the ability to engage effectively with various levels of management, staff, and clients.
- Self-starter, must be motivated and able to work under strict deadlines
- Ability to manage multiple projects concurrently and meet deadlines
- Strong written and oral communication skills
- Demonstrated professionalism and focus on the KPI of the company/institute
- Promotes quality and consistency
- Practices accountability and drives results

What's next?

- Are you already imagining yourself joining us? Good, because we are excited to hear from you.
- Are you ready to bring your skills and attitude to the table? Great! We have one seat available and we hope it's yours.
- If you're curious to know more then please reach out to Dr Fazlul H Krishnan (fazlul@cycaonco.com)