



InnoCyto Inc.

15375 Barranca Pkwy, Suite I-103

Irvine, CA 92618

Email: Info@innocyto.com

Business Development Manager

Location: Remote (Great Boston Area, DC, Bay Area, Southern California, Texas, etc.)

Company: InnoCyto Inc

Industry: Biotechnology / Research Reagents (Immunology Focus)

About Us

InnoCyto Inc is a growing biotechnology company dedicated to developing high-quality research reagents for the immunology field. Our mission is to empower scientists with innovative tools that accelerate discoveries in basic and translational research. We are seeking a motivated and scientifically minded **Business Development Account Manager** to join our growing commercial team.

Job Summary:

This role focuses on supporting and growing customer relationships across the life science research community, focusing on promoting our portfolio of high-quality research reagents, including recombinant proteins, antibodies, and assay kits.

This is an excellent opportunity for someone with a strong laboratory or scientific background who is eager to build a career in life science sales and customer engagement.

Key Responsibilities:

- Develop and maintain relationships with academic, biotech, and pharmaceutical customers.
- Identify, qualify, and develop new sales leads within assigned territories or market segments.
- Understand customer research needs and recommend appropriate product solutions.
- Present product information and technical data effectively via email, phone, video meetings, and in-person visits.
- Collaborate with the R&D, marketing, and business development teams to align customer feedback with new product development and marketing campaigns.
- Prepare quotations, follow up on inquiries, and ensure timely order processing and customer satisfaction.
- Maintain accurate records of opportunities, forecasts, and customer interactions.
- Meet or exceed quarterly and annual sales targets.
- Represent the company at scientific conferences, trade shows, and customer visits as needed.
- Provide feedback on market trends, competitor activity, and emerging research areas.

Qualifications:

- Bachelor's degree or higher in Life Sciences, Biochemistry, Immunology, or related field (Master's or PhD preferred).



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- 1–4 years of experience in life science sales, account management, or technical support.
- Solid understanding of research workflows involving antibodies, recombinant proteins, and flow cytometry reagents.
- Strong interpersonal, communication, and negotiation skills.
- Self-motivated, results-driven, and capable of working independently.
- Willingness to travel (up to 50%) for customer visits, trade shows, and conferences.

Compensation and Benefits:

- Base salary with performance-based commission.
- Paid vacation and holidays and retirement plan.
- Opportunities for career advancement and professional growth within a fast-growing biotech company.

Contact:

To apply, please send your resume and cover letter to info@innocyto.com