



GGA Software Services LLC

## **Position Description: Director of West Coast Business Development**

Position: Director, West Coast Business Development  
Type: Permanent  
Location: US West Coast: San Francisco preferable  
Travel: 25-35%  
Compensation: Competitive compensation package commensurate with qualifications and experience

### Company Description:

GGA Software Services LLC excels in providing world-class scientific informatics services to its clients so that they can stay competitive in a cost-effective way. We develop and maintain best-of-class scientific informatics applications and content databases, as well as create state-of-the-art algorithms and models for life sciences and healthcare companies. GGA also provides ongoing support, maintenance, and quality assurance services.

The 400 professionals at GGA's development facility in St. Petersburg, Russia, combine deep scientific domain knowledge, mathematical expertise, and software engineering excellence to solve client problems in the area of scientific informatics. GGA's project managers in Europe and the U.S. have a proven track record of working closely with clients to develop superior applications on time and within budget. GGA is a valued partner in scientific informatics for global pharmaceutical, medical device, scientific instrumentation, and scientific publishing corporations, as well as early-stage life science companies.

### Position Description:

Due to the rapid growth of our scientific informatics services in the United States, GGA Software Services is seeking a highly motivated and accomplished professional to lead our business development efforts on the West Coast. The primary markets for GGA's scientific software engineering, algorithm development, and knowledge management services are the pharmaceutical, healthcare, medical device, scientific instrumentation, and scientific publishing industries. The successful candidate will be responsible for the development, growth, and management of GGA's new business on the West Coast. In addition, the individual will research appropriate target companies or organizations in other industry verticals, such as energy and mobile technology, and will develop key relationships with decision makers in representative organizations within these verticals.



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The individual must possess a combination of strategic vision and practical experience, have strong life sciences expertise and contacts, communicate and collaborate effectively, have the ability to juggle multiple projects and activities, be independent and resourceful, thrive in a fast-paced entrepreneurial environment, and have proven success in securing new clients and developing client relationships.

Responsibilities:

1. Undertake, manage, and oversee GGA's business development efforts on the West Coast.
2. Sell GGA's services to companies within the pharmaceutical, healthcare, medical device and scientific instrumentation industries, as well as to companies in other undeveloped industry verticals, such as energy and mobile technology.
3. Operate as the primary link to the company's senior management about West Coast account activity.
4. Manage all West Coast conference activity, including researching appropriate conferences to attend and sponsor, coordinating sponsorship and advertising activities, and generating follow-up communications campaigns to conference presenters and attendees.
5. Perform competitive market analysis on scientific informatics service opportunities in the West Coast marketplace and identify new opportunities.
6. Manage ongoing business relationships with new accounts, including communications with GGA's delivery team in St. Petersburg, Russia.

Experience & Qualifications:

- Must have experience selling informatics-related services and products to the life science industry on the West Coast.
- Previous experience selling scientific informatics services is strongly preferred.
- Must be based on the West Coast, preferably in the San Francisco area.
- Russian language knowledge extremely helpful.
- 5-10 years selling experience, with an emphasis on new business development.
- BS, MS, or PhD in a scientific or technical discipline; MBA or equivalent experience preferred.
- Excellent written and verbal communication and presentation skills.
- Entrepreneurially directed person with experience working remotely.
- Proactive and resourceful person who achieves with minimal oversight.
- Team player with the ability and desire to become an integral part of a fast-paced team.
- Solid understanding of business development principles and activities.
- Strong project management skills and ability to champion projects across the organization.



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