

Needed Contract Services for Pistoia Alliance Business Development Function

Background

The Pistoia Alliance is a member-driven, type 501(c)(6) non-profit, life sciences industry group dedicated to advancing innovation in life science R&D through pre-competitive collaboration. Its membership is drawn from pharma, software vendors, publishers, consulting practices, academics and government institutes. The Pistoia Alliance operates in large part as a virtual organization, advancing its mission primarily through member-driven projects, while also hosting webinars, conferences, and networking events. Past project successes include but are not limited to:

- the specification of cloud-based, next generation sequence services
- semantically enriched scientific literature (informing the IMI OpenPHACTS project)
- establishment of the HELM standard for macromolecule representation
- the specification of controlled substance compliance tools – leading to two commercially available implementations
- the establishment of the tranSMART Foundation.

Several new ideas and projects are underway (e.g. ontology mapping, chemical safety library, user-centered design interest group, sequence services in the regulated domain and chemistry unified data model) and can be readily monitored through the collaborative and open Interactive Project Portfolio Platform maintained by the Pistoia Alliance (ip3.pistoiaalliance.org).

The Pistoia Alliance is now looking to expand its reach and relevance in the life sciences and healthcare domain, focusing on solutions to strategic common pain points and providing thought leadership.

Role

To support the Pistoia Alliance strategy, and the resulting aggressive project and membership growth targets, the Pistoia Alliance is expanding its business development activities in both the North American and European regions, with particular focus on the U.S. Northeast Corridor, and major biopharmaceutical R&D activities in Europe with a focus on Belgium, France, Germany, Scandinavia, Switzerland and the U.K. Business Development tasks include securing new members, retaining existing members, carrying out fundraising and developing a strategic project portfolio that attracts member and grant funding.

The Pistoia Alliance is looking for self-directed business development contractors with strong connections in the life sciences industry who work well in a small-team, virtual business environment and are able to engage at all levels of an organization internally and externally.

These contractors will collaborate closely with our other business development contractors to acquire new members, support existing members, and advance the project portfolio through project development, community engagement, and fundraising. The contractors will proactively engage

with the life sciences community to raise the Pistoia Alliance's profile, relevance and financial resources and will be strong advocates for precompetitive, open-innovation, and collaboration across the industry.

The contracted services will include one or more of the following:

- Identify, secure and nurture new paying members to the Pistoia Alliance
- Engage with Pistoia Alliance existing membership to strengthen their involvement, secure project support and funding, and minimize attrition
- Advance the project portfolio using IP3, fundraising, member and prospect outreach, and socialization activities.
- Promote the Pistoia Alliance mission and activities through direct engagement at conferences, networking events, meetings, social media, etc.
- Track, document, and report member/prospect activities in the Salesforce.com relationship management system, and report on activities to the Pistoia Alliance as required.
- Maintain the Interactive Project Portfolio Platform (IP3)

Required qualifications:

- Passion for advancing open collaboration in the Life Sciences R&D and Healthcare domain
- 5-plus years in the life sciences/healthcare or related field with a demonstrated success in sales/business development (e.g. cultivating and nurturing strong relationships with clients and customers)
- Strong written and oral communications skills; presentation skills in both small and large groups.
- Ability to engage at all levels of an organization internally and externally.
- Ability to work productively with limited supervision and guidance
- Ability to work in a team environment, with shared success criteria and targets.
- BA degree required, MA/PhD preferred.
- Solid computer skills required (CRM, email, Wikis, MS-Office, Go-To-Meeting, etc.)
- Familiarity with grant-writing would be considered an advantage

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