

## **Director of Business Development**

Parallel Synthesis Technologies is located in Santa Clara CA and has a position available for exceptional candidates in the area of Business Development.

The products/services currently being developed at Parallel can be classified into one of the below three categories

- High precision, low cost micromachined silicon tools for pL-nL fluid transfer and other applications ([www.parallel-synthesis.com](http://www.parallel-synthesis.com))
- Optically encoded beads for protein/DNA arrays and other biotech applications ([www.parallume.com](http://www.parallume.com))
- Optically encoded nanoparticles for anticounterfeiting applications ([www.parallume.com](http://www.parallume.com))

### **Description:**

- Develop, expand, manage and implement Parallel's business development plan
- Expand existing business and develop new potential markets
- Develop marketing plan for new optically encoded products and services
- Work with Parallel's science and engineering teams to understand how the technology is used and in which areas it would be most needed
- Understanding and use of Parallel's patent portfolio and IP position to procure licensees for Parallel's technologies
- Position company for future sale or technology or acquisition

### **Applicant Qualifications:**

- Excellent verbal, presentation and written communication skills.
- Ability to develop rapport and build strong working relationships internally and with partners.
- Exceptional work ethic. Uses time productively, maximizes efficiency, and meets challenging work goals.
- Work effectively without significant supervision and have the confidence to engage and develop new partner and/or customer relationships
- Ability to work in a fast-paced environment with multidisciplinary team
- Technical background to grasp and implement technical concepts required
- Excellent organizational skills
- Minimum 2 years sales and/or business development experience
- Proven track record of closing new opportunities and negotiating contracts is a plus

If you are qualified and interested in this position, please email your resume WITH THREE REFERENCES to [jobs@parallel-synthesis.com](mailto:jobs@parallel-synthesis.com) or fax your information to 408.749.8318.