



Vice President Operations North America

We are looking for a skilled and experienced drug discovery specialist to join our team, establish laboratory operations and customer relations in North America. Pelago Bioscience are the inventors and developers of CETSA® and experts in drug discovery CETSA® applications. We are looking for a person with hands on and strategic expertise in drug discovery to create our North American base of operations. We expect you to both manage the new laboratory and represent Pelago in commercial discussions with clients and collaborators. Our goal is to have a small lab team in place by the end of 2019 (4-6 staff) and expand this to 10-12 by the end of 2020. Further expansion is highly likely given our current growth and ambitions.

The applicant should have a strong background in drug discovery R&D preferably both operational in the lab and strategic project management. In addition you should have experience of managing a laboratory team. Overall you will have at least 10 years experience within pre-clinical drug discovery, and a working knowledge of all stages within the drug discovery process. The right candidate understands the drug discovery value chain from target validation to clinical candidate (and beyond) and is able to apply this knowledge in client discussions. As part of the role will be customer facing the ideal candidate needs to be comfortable representing Pelago in business discussions.

Responsibilities at Pelago Bioscience will be:

- Establish and run North American laboratory (Boston)
 - Identify potential locations
 - Liaise with local organizations necessary to establish the lab (equipment/furnishings/recruitment)
 - Recruit and manage the lab team
- Represent Pelago in commercial discussions with North American Customers
- Representing Pelago Bioscience at Scientific conferences
- Be a key liaison with major accounts in North America
- Participate in customer meetings and work with the lab teams to establish customer expectations
- Work closely with our Global sales team (based in Sweden)

At Pelago Bioscience we take great pride in delivering high quality data to our customers. It is therefore important that you are a responsible, accurate person with excellent communicative and leadership skills. In this role, we think that it is important that you can act decisively and are an innovative problem solver.

We are a small but rapidly expanding company with a very dynamic and flexible environment. We currently have a dedicated and highly motivated team of 23 staff, most of whom work in our labs. The position offered is a permanent position (after a 6-month trial period) and will be based in the Greater Boston Area.

If you would like to apply for this position, or have any questions please send your CV and a covering letter to [michael\[at\]pelagobio.com](mailto:michael[at]pelagobio.com), CEO.