

Job Title: Business Development Manager

Company: Ora Biomedical, Inc.

Location: Tukwila, WA (hybrid work options available)

Position Type: Full-time

About Ora Biomedical, Inc.:

Ora Biomedical is a cutting-edge longevity biotech company that uses robotics and AI to develop innovative healthy longevity interventions. Through internal research, contract research studies, and our open science initiatives like the groundbreaking Million Molecule Challenge, we are dedicated to identifying the best healthy aging interventions and developing their broadest uses across disease states and varied environmental stresses.

Launched out of the University of Washington School of Medicine, we are passionate, hard-working biomedical researchers and are looking for a motivated Business Development Manager to join our dynamic team as we discover revolutionary longevity interventions that broadly fight chronic illness and maximize healthy life.

Position Overview:

Ora Biomedical, Inc. is seeking a motivated and dynamic Business Development Manager to lead our business development efforts and manage client relationships for our contract research services. This individual will serve as the point person for our clients, including sponsors of the Million Molecule Challenge, and will oversee the entire business development process—from identifying and bringing in new contracts to drafting study quotes and managing existing relationships.

The successful candidate will utilize Ora Biomedical's social media channels and other promotional strategies to generate interest in contracted research services, which include longevity intervention testing, disease model testing, and environmental stress resistance assays. This is a unique opportunity to combine sales acumen with a passion for scientific innovation in the rapidly growing field of longevity science.

Key Responsibilities:

- Act as the primary contact for contract research clients and Million Molecule Challenge sponsors.
- Drive business development by identifying potential clients, generating leads, and securing new contracts.
- Work closely with clients to understand their needs and draft customized study quotes for testing longevity interventions, disease models, or environmental stress resistance.
- Develop and execute strategies to promote Ora Biomedical's services using social media and other marketing channels.
- Collaborate with Ora Biomedical's scientific team to ensure accurate representation of research capabilities and project timelines.
- Provide exceptional customer service to ensure client satisfaction and repeat business.
- Stay informed about the latest developments in longevity science and promote Ora Biomedical as a thought leader in the field.



Required Qualifications:

- Proven experience (2+ years) in business development, sales, account management, or equivalent experience.
- Strong customer service and communication skills, with a track record of building and maintaining client relationships.
- High level of interest in scientific research, particularly in longevity science.
- Experience with social media marketing and business promotion strategies.
- Ability to work independently and manage multiple tasks effectively.

Preferred Qualifications:

- Experience in a biotech or pharmaceutical sales role.
- Bachelor's degree or higher in a STEM field (Science, Technology, Engineering, or Mathematics).
- Demonstrated passion for longevity science and healthspan research.
- Marketing experience with knowledge of common social media, SEO, and eCommerce engagement tools.

Why Ora Biomedical?

Joining Ora Biomedical means becoming part of a pioneering company at the forefront of longevity science. You will have the opportunity to work alongside scientists and business leaders dedicated to discovering new ways to extend healthy human lifespan, while helping the company grow its impact in the biotech industry. Our benefits include:

- Robust employee equity options.
- Health, dental, and vision insurance plans.
- Retirement savings plan (401k).
- Opportunities for professional development and training.
- Collaborative and innovative startup culture.
- Paid time off and holidays.

How to Apply: Interested candidates are invited to submit their resume and a cover letter detailing their interest in the position to mitchell@orabiomedical.com. Please include "Business Development Application" in the subject line of your email. Applications will be reviewed on a rolling basis.

Ora Biomedical, Inc. is an equal opportunity employer. We are growing an inclusive community that values and celebrates the rich diversity that is the Human experience. We encourage candidates from diverse backgrounds to apply.

Join our team and help us change the World through longevity therapeutics!

