

Senior Business Development Manager – Drug Repurposing (m/f/x)

Location: **Vienna, Austria**, with some hybrid flexibility and international travel to clients and partners.

Reporting to: CEO/CFO

About Delta4

Delta4 is an innovative company providing drug repositioning and target identification services to the pharmaceutical industry, powered by Hyper-C, our proprietary in-house platform. We are seeking an internationally experienced Senior Business Development Manager to drive commercial growth and build lasting relationships with pharmaceutical clients and partners. You will translate our scientific capabilities into compelling business opportunities, engage senior scientific and commercial decisionmakers, and lead opportunities through to deal closure.

This is a **hands-on commercial role** with responsibility for developing and closing new business, in close collaboration with our communications and scientific team.

Your responsibilities

- Identify, qualify, and win new client projects for Delta4's drug repositioning and target identification services.
- Build relationships with pharmaceutical decisionmakers, including senior executives, chief scientific officers, and research teams.
- Lead the business development process, from initial engagement and proposal development to commercial negotiations and deal closure.
- Develop and execute a business development plan to achieve revenue targets.
- Present Delta4's capabilities to scientific and commercial audiences and bring client feedback and market insights into our offering.
- Establish and maintain a structured business development pipeline using suitable CRM tools, documenting client interactions, outcomes, and next steps. Provide concise written progress reports and clear handovers to our management and communications team.
- Represent Delta4 at industry events and client and partner meetings.

Your profile

- Several years of relevant experience in pharmaceutical or biotechnology business development, with a proven track record of winning business and delivering revenue growth.
- A degree in business administration or a scientific discipline, ideally combining scientific knowledge with commercial qualifications.
- A strong understanding of pharmaceutical R&D and knowledge of the AI and TechBio landscape.

- Excellent communication, presentation, and negotiation skills, with the ability to engage both scientific and executive audiences.
- An independent, structured, and results-oriented working style, including consistent use of CRM and collaboration tools, clear written documentation, and reliable internal follow-up.
- Experience working across international markets and cultures.
- Excellent German and fluent English, both written and spoken.
- Willingness to work from our Vienna headquarters, with some hybrid flexibility, and travel internationally.

What we offer

- A senior, hands-on commercial role with autonomy and the opportunity to help shape Delta4's growth.
- The opportunity to contribute to drug repurposing projects addressing unmet medical needs.
- Collaboration with a dynamic, enthusiastic, and scientifically skilled team.
- A Vienna-based position with some hybrid flexibility and international engagement with clients and partners.
- A salary of EUR 120,000 gross per year on a full-time basis, plus attractive performance-based incentives.
- Willingness to offer compensation above the stated range, depending on experience and qualifications.

Apply

Help us turn scientific opportunities into successful partnerships that advance drug development and ultimately benefit patients.

Send your CV and a brief statement of interest to office@delta4.ai.