JOB DESCRIPTION

<table>
<thead>
<tr>
<th>TITLE:</th>
<th>Clinical Site Development Manager</th>
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<td>DEPT:</td>
<td>Site Development</td>
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<td>REPORTS TO:</td>
<td>Senior Director Site Development</td>
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<td>Location:</td>
<td>Detroit, MI (Preferred)</td>
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<td>Or working in from a home office in the continental US, within 2 hours of major airport. (Refer to list at the bottom of the posting for possible states)</td>
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<td>Status:</td>
<td>Full-time, Exempt</td>
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Asterand is a global supplier of high quality, well characterized human tissue and human tissue-based research products and solutions. From offices in Detroit, Michigan and Royston, U.K., our innovative professionals use their expertise to help drug discovery scientists accelerate the identification and validation of human drug targets.

POSITION SUMMARY:

Participate in a team of professionals to establish new clinical sites (donor networks) in the North and South America, to source tissue and bio fluids to meet the needs of Asterand’s commercial customers. The Company currently has a worldwide tissue procurement network of more than over 80 donor sites and plans for continual expansion. The current role will participate in a team to identify, select and establish additional clinical donor sites to provide a greater and more diverse tissue supply base.

The Clinical Site Development Manager will:

- Liaise with Sales, Program Management and Site Managers to understand the current and future tissue needs of our global client base.
- Identify and develop creative partnering opportunities to meet commercial customer and contract tissue requirements.
- Prepare, negotiate, and finalize contracts and financial arrangements with new clinical sites to serve as a foundation for sustained collaboration and achievement of corporate goals.
- Ensure completion of appropriate ethical approvals
- Builds relationships with site personnel

**POSITION DUTIES AND RESPONSIBILITIES:**

- Research surgical hospitals, clinics, CROs, tissue banks, organ procurement organizations, etc. for the prospective collection of human biological materials to support Asterand customers.
  - Work with internal departments to determine biofluid and tissue needs
  - Primarily focus on specimen and sample formats required by commercial clients
- Develop and pursue a prioritized list of collaboration partners
- Develop custom collection programs to increase Asterand’s ability to sponsor studies in multiple therapeutic areas
  - Oncology samples
  - Explant tissue from transplant surgical centers
  - Non-oncology therapeutic areas (dermatology, autoimmune, inflammation and metabolic)
  - Other future key client initiatives (t.b.d.)
- Initiate and develop relationships with key stakeholders at targeted institutions
  - Attend trade shows and other industry networking events to build contacts
  - Conduct cold calling and email campaigns as needed
  - Present introductory Asterand material
  - Visit potential new sites for screening and validation
  - Complete full Site Capability Questionnaire (SCQ)
  - Maintain CRM database for opportunities in pipeline
- Drive new site development process for all business units: ProCURE, XpressBANK, PhaseZERO
- Present to collaborators the Asterand standard Informed Consent Form (ICF), appropriate collection protocol(s), electronic manifest, and any program-specific clinical data collection forms
- Negotiate Asterand contractual documents: Non-Disclosure Agreements (NDA) and Research Services Agreements (RSA) and reimbursement schedule
- Complete all required paperwork
- Work with Clinical Pathology Assistant to schedule site training
- Oversee collection of first sample sets
- Transition new site to appropriate Site Management
- Other duties as assigned.
MINIMUM EXPERIENCE AND/OR EDUCATION REQUIRED:

- Bachelor in biological/life science, or equivalent education and experience, required.
- Sales, Business Development, and/or Management experience in healthcare, clinical trials, medical device, biotechnology, or pharmaceutical industry
- Experience within a health care setting involving pathology, clinical trial management/recruitment or biobanking
- Monitoring and/or site development experience
- Experience negotiating contracts with large medical institutions desirable
- Experience working with or for a CRO desirable
- Knowledge of Federal privacy rules a plus (e.g. HIPAA)

POSITION REQUIREMENTS:

- Outstanding organizational skills, including ability to handle multiple assignments concurrently (and prioritize appropriately)
- Strong computer skills, (knowledge of Microsoft Office, Word, Excel, and PowerPoint)
- Independent problem-solving and decision-making abilities
- Ability to open doors at large surgical medical institutions with high oncology patient population
- Experience collaborating with and/or selling to all levels of a surgical medical institution from Surgery to Pathology to Nursing to Research to Administration (General Manager, VP Research, COO, Director Business Development, etc.)
- Strong negotiation skills
- Great attention to detail
- Excellent oral and written communication skills

ATTRIBUTES:

- Independent and assertive nature
- Strong relationship builder
- Comfortable interacting with medical and scientific professionals
- Great interpersonal skills, very outgoing
- Comfortable presenting to groups
PHYSICAL DEMANDS:
- Ability to sit for long periods of time at desk or while traveling

WORKING CONDITIONS:
- Requires local, regional and international travel (including overnight), 20% - 50% of your time
- May be required to handle human tissue and biofluids
- May be field based, which requires own transportation

Possible States for Telework:
  Preferred: Illinois, Michigan, Ohio, California, Texas, Indiana, Delaware, Washington, Oregon, Nevada, New Mexico, Minnesota, West Virginia, Virginia, Maryland, New Jersey, Pennsylvania, New York, Connecticut, Massachusetts, Arizona, Colorado
  Open for consideration: North Carolina, South Carolina, Georgia, Alabama, Mississippi, and Florida

Asterand is an AA/EEO/Veterans/Disabled Employer.