



**Job Title:** Director of Sales

**Reports to:** CEO

**Employment Type:** Full-time, Remote

**Location:** Philadelphia, PA

### **About BlueWhale Bio**

BlueWhale is a clinical-stage, revenue-generating biotechnology company committed to expediting the expansion and acceptance of cell-based therapies. Given the demand for cell therapy products that outstrip the available supply, BlueWhale Bio is addressing crucial deficiencies within the existing manufacturing framework. BlueWhale Bio's founding scientific team is led by Dr. Carl June and Dr. James Riley (University of Pennsylvania). Our team of scientists draws from a wealth of expertise, and it is developing an innovative platform and groundbreaking product portfolio to address critical shortcomings in the current process of cell therapies. Our technology holds the promise of bringing the full benefits of cell therapy to a broader spectrum of patients, doing so more rapidly and at a reduced cost.

### **About the Role**

As Director of Sales, your initial focus will be on Translational Centers, and over time, you'll work with biopharma customers and direct OEM partnerships. You will share responsibility for the global accounts where next-generation cell therapies are developed - academic medical centers, translational programs, investigator-initiated trials, and early-stage clinical manufacturing operations - and you will lead a two-person team supporting these efforts. This is a strategic role at the crossroads of science, manufacturing, and clinical development-ideal for someone who excels in leading sales of innovative workflow solutions in complex settings.

### **Key Responsibilities**

#### **Territory & Pipeline**

- Identify, qualify, and prioritize academic medical centers, translational centers, investigator-initiated trials, and early clinical programs with genuine conversion potential
- Manage pipeline across the full funnel: awareness → proof of concept → scale-up validation → platform/asset selection → process integration
- Convert target accounts to active pilots within 3–6 months; proof of concept → full adoption in under 12 months

### **Multi-Stakeholder Deal Execution**

- Lead complex sales cycles spanning principal investigators, Good Manufacturing Practice (GMP) manufacturing directors, clinical operations, and procurement simultaneously
- Map decision authority, surface hidden blockers, activate internal champions, and align competing institutional incentives into a single decision

### **Execution & Accountability**

- Keep tight control of timelines and commitments — no deal stalls in “ongoing evaluation”
- Build a repeatable center adoption playbook that scales beyond individual wins
- As a player or coach, you will drive deals while developing the sales team

You can travel with ease 20-40% - mostly North America and some globally.

### **Education and Experience**

- Business/technical degree in Biotechnology or Life Sciences; advanced degree preferred
- 7–12 years selling multi-step technical solutions into translational centers, CDMOs or biotech
- Closed deals requiring workflow change, not product substitution, across multi-year, multi-stakeholder cycles
- Direct experience in cell therapy, gene therapy, or adjacent advanced therapy workflows
- Understands manufacturing constraints, platform tradeoffs, and clinical implications; credible with scientists and clinical ops leaders
- Experience with translational centers, investigator-initiated trials, or early clinical-stage programs — driving adoption before manufacturing processes are established
- Comfortable in non-budgeted, innovation-driven environments where the path to decision is rarely obvious
- Demonstrated success converting evaluation → proof of concept → routine process integration
- Designs pilots with clear success criteria that lead to institutional commitment, not extended evaluation
- Reads clinical pipeline strength, manufacturing readiness, and decision velocity — focuses only on centers with real conversion potential
- Fluent in activation approaches, gene delivery modalities, and GMP (Good Manufacturing Practice) manufacturing constraints; translates platform science into operational and clinical value
- Ability to effectively mentor, coach, and lead all sales functions and the team to drive adoption and revenue.



- Runs multi-threaded engagement across principal investigators, manufacturing leads, and procurement without losing deal control; surfaces decision makers and blockers early
- Drives clear next steps from every interaction; converts objections — “too disruptive,” “not validated enough,” “manufacturing compliance risk” - into structured experiments or decisions

BlueWhale Bio is an equal opportunity employer. We offer an inspiring and innovative environment for talented professionals to contribute to groundbreaking research and advancements in the biotech industry. Join us as we shape the future of cell therapy and improve human lives through scientific excellence.

**Contact us:** [careers@bluewhale.bio](mailto:careers@bluewhale.bio)