

Business Development & Relationship Manager USA

Location: United States

Type: Permanent (Full-time)

Start Date: As soon as possible / by arrangement

ABOUT DAINA

DAiNA is a precision-oncology company focused on enabling personalized cancer treatment for individual patients. We combine comprehensive molecular tumor data including genomics, transcriptomics (bulk, single cell and spatial), proteomics and epigenetics, with AI-driven analysis. Our platform connects multi-omic profiling with functional ex-vivo tumor models and personalized liquid-biopsy monitoring, creating a continuous workflow from biopsy and treatment selection through to therapy monitoring and adaptation. We also operate GMP manufacturing to produce individualized N=1 therapeutics. In short, we help physicians make more informed, personalized treatment decisions based on high-dimensional molecular tumor data.

For more information, visit: www.daina.com

THE ROLE

As Business Development & Relationship Manager | USA, you will drive DAiNA's business development and relationship-building activities across the US market.

You will identify, qualify and develop new opportunities with oncology centers, hospitals, physicians, pharma/biotech partners, diagnostics companies and other relevant stakeholders. Working closely with the Chief Business Development & Global Relationship Officer, you will help translate DAiNA's precision-oncology platform into clear value for US clients and partners.

This is a client-facing commercial role focused on market development, opportunity qualification, relationship management and coordination between external stakeholders and DAiNA's internal clinical, scientific and technical teams.

WHAT YOU'LL DO

- Develop DAiNA's US market through client acquisition and relationship management.
- Identify, qualify and develop new commercial and strategic opportunities.
- Build relationships with oncology centers, hospitals, physicians, pharma/biotech partners, diagnostics companies and relevant networks.
- Coordinate client needs and opportunity status with the Chief Business Development & Global Relationship Officer.
- Work with clinical, scientific and technical teams to align opportunities with DAiNA's capabilities.
- Represent DAiNA at US conferences, partner meetings and key-account discussions.
- Maintain structured follow-up, pipeline tracking and relationship documentation.

WHAT YOU BRING

- Experience in business development, account management, partnerships or client-facing commercial roles.
- Background in diagnostics, biotech, healthcare, pharma, precision medicine or life sciences preferred.
- Strong US network and credibility with clinical, scientific and commercial stakeholders.
- Ability to explain complex scientific and medical platforms clearly and commercially.
- Self-starter mindset with the ability to work within a global commercial strategy.
- Structured approach to opportunity tracking, follow-up and relationship management.

NICE TO HAVE

- Network across US oncology centers, hospitals, diagnostics, pharma/biotech or precision-medicine ecosystems.
- Experience supporting early-stage commercial growth in the US market.
- Familiarity with molecular diagnostics, personalized oncology, N=1 medicine or advanced therapeutic platforms.
- Experience working with academic medical centers, cancer centers, KOLs or strategic accounts.
- Familiarity with US healthcare, reimbursement or clinical adoption pathways.

WHY DAINA

- Employer contributions toward private health insurance or supplementary health coverage, as well as pension or retirement savings.
- A remote-first working model, with occasional visits to the office when needed.
- Performance-based bonus opportunity, depending on company and individual performance.
- A personal development budget for conferences, courses, certifications, and training.
- The opportunity to work directly on real patient cases and help shape a first-in-class precision-oncology platform
- A proactive, collaborative team with fast decision-making and strong ownership of your domain.

HOW TO APPLY

Send your CV and a short note on why this role fits you to recruiting@daina.com, quoting “Business Development & Relationship Manager US” in the subject line. We review applications on a rolling basis and aim to reply quickly.

DAiNA is an equal-opportunity employer. We welcome applicants of every background and assess every candidate on merit, regardless of age, gender, ethnicity, religion, disability, sexual orientation or origin. If you need any adjustment to the process, let us know in your application.