



Semalytix is a fast growing start-up specialised in developing products for explaining the global conversation around Competitive Intelligence topics in the Pharma domain. Our AI solutions extract insights from large amounts of textual data in real time to support our customers in making decisions at the operational and strategic level much faster, more informed and much easier – on the solid base of Machine Learning, Natural Language Processing and Knowledge Graphs.

Everyone at Semalytix believes that every piece of data tells a story and that almost every process could be data driven. From sophisticated Machine Reading algorithms to inherently beautiful visualisations, we design and invent technologies that liberate data and inform people more effectively and more accurately than ever thought possible.

The future is data driven!

We offer:

- A young, dynamic, and motivated international team with a background from over 20 different nations striving for the best solutions for our customers
- An open and flexible culture and working atmosphere
- The spirit and culture of a fast-paced and dynamic start-up in a highly collaborative working environment
- Support and resources for taking classes related to professional skill improvement

In order to support our Management Team, we are seeking (full-time, as soon as possible):

Senior Contracting Officer (m/f/d)

You have a talent for negotiating complex and technically demanding contracts? Do you feel at home in highly regulated industries and understand how to effectively navigate their purchasing architectures? The Semalytix Management team is looking for a high performance individual with a proven track record in and capable of closing several multi-million dollar deals simultaneously. Your job will be to support our sales and account teams in negotiating and closing large contracts with our customers in the Pharmaceutical industry. In working in these teams, you will be challenged to help design complex contracting archetypes that create win-win situations for our customers and you will champion the closure of contracts from start to finish.

Almost every industry is rethinking how they deal with data and Semalytix has an ambitious vision of how that future looks like. Come be a part of the team and help us shape that future!

Your responsibilities:

- Represent Semalytix to clients and serve as the counterpart contracting officer
- Ensure compliance with existing regulations in the Pharmaceutical industry
- Manage and advise junior contracting personnel
- Review, interpret and provide advice regarding all types of contracts and agreements as needed
- Assist with and, in parts, lead contract negotiations directly
- Recommend modifications and potential strategies during contract administration to senior management
- Advise management of their rights and obligations under existing contracts
- Create and maintain comprehensive contract and business files



Expected Qualifications:

- Bachelor's degree, preferably from a top university
- 5+ years of contract experience
- Experience in b2b contracts
- Experience in managing seven figure deals and contracts

Preferred Skills and Experience:

- Previous experience with commercial contracts, non-disclosure and vendor agreements
- Experience with contract administration in Pharmaceuticals
- Experience with Pharmaceuticals as contracting party
- Demonstrated ability to negotiate large contracts
- Demonstrated ability to deliver on aggressive deadlines
- Demonstrated ability to provide strong written arguments
- Strong communication skills
- Reliable in demanding and fast-paced situations
- Ability to work independently
- Demonstrated exceptional responsibility and integrity
- Demonstrated desire to continuously grow
- Ability to overachieve
- Contract Management certification
- Degree from a top law school

Additional Requirements:

- Must be willing to work long hours and occasional weekends if needs be and be reliable in your support of critical deadlines

Please apply at careers@semalytix.com. Your application documents (in English) should include a letter of motivation, CV, relevant certificates and references in one single PDF document.

Informal inquiries may be directed to Katharina Wendler (katharina.wendler@semalytix.de). Positions remain open until filled. We are strongly committed to promoting equal opportunity and diversity in our team.