

# Scientific Account Director (m/f/d)

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### Full-time | Remote | Europe

Scantox Neuro GmbH is an internationally recognized contract research organization with a leading position in the field of Neuropharmacology. Our team has extensive experience and expertise in designing and conducting in vivo and in vitro studies focused on neurodegenerative diseases for the last two decades.

### Role Overview

We are looking for an experienced and highly collaborative Scientific Account Director to serve as the technical liaison between our Business Development and Scientific Operations teams. This role is responsible for ensuring seamless translation of client needs into executable scientific solutions, while maintaining strong relationships internally as well as externally driving account growth.

The ideal candidate will possess scientific expertise, business acumen, and project leadership, ensuring alignment from proposal through delivery and beyond. As a technical resource, you will have direct interaction with new and existing clients.

### Your Responsibilities

- Serving as the primary scientific/technical contact for biotech and pharma clients developing therapies for neurodegenerative, rare neurological, or CNS disorders during the study outline phase
- Act as the primary scientific point of contact for assigned accounts
- Understand client objectives and translate them into tailored scientific solutions
- Collaborating with Business Development to shape proposals and scope projects
- Translating commercial agreements into clear operational plans
- Ensure smooth handover from sales to project execution
- Align expectations between clients, BD, and scientific/operational teams
- To support BDs in the US working late (2- 10pm) at least three days a week would be a requirement as well as travelling to US and Canada on a regular basis (15% of the working time)

### Your Profile

At Scantox Neuro GmbH, the Scientific Account Director emphasizes the importance of scientist-to-scientist communication and reinforces our “science first approach.” A qualified candidate will have working knowledge of the following:

- CNS disease biology (Alzheimer’s, Parkinson’s, ALS, Huntington’s, Lysosomal storage disorders, and other CNS indications)
- Translational neuroscience
- Preclinical pharmacology
- Neurodegenerative disease rodent models, in vitro models, and biomarkers
- Drug discovery and development processes particularly lead optimization phase

### Language skills:

- Fluent English (company language)
- German (nice to have for collaboration with the Austrian site)

### Qualifications & Experience

- Previous experience working within discovery R&D environment at either a CRO, pharma or biotech
- Experience in scientific services roles within CRO, biotech, or pharma environment
- Proven track-record in client-facing roles (e.g., account management, scientific liaison, BD technical support)
- Demonstrated ability to manage complex, multi-stakeholder projects simultaneously
- Background in Neuroscience (advantageous)
- Experience working in a fast-paced CRO/CDMO or service-based environment (advantageous)

### Education

- PhD or advanced degree in Life Sciences, Biotechnology, Chemistry, or related field

(preferred)

### **What You Can Expect**

- Hands-on role with real impact on business processes
- A structured environment with clear expectations for performance and defined priorities
- Close collaboration within an experienced, supportive team
- Opportunity to shape and expand AI capabilities within the organization
- A typical day might involve the following:
  - Discussing efficacy study designs with a pharma/biotech client
  - Collaboration and alignment with Business Development in relation to client requests
  - Reviewing data packages with internal scientists
  - Preparing study outlines, cost tables, and proposals for a client
  - Presenting capabilities to clients and potential clients or in person at a neuroscience conference

### **What We Offer**

- Opportunity to work at the forefront of innovative science and business
- High-impact role with visibility across the organization
- Collaborative, innovation-driven environment
- Competitive compensation and benefits

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