

Senior Scientist – Accelerate your career and become part of the Business Development and Scientific Sales team at Gubra

Are you a recognized expert in your scientific field, passionate about shaping the future of drug development, and eager to drive strategic growth? We are seeking a Senior Scientist with strong analytical and commercial skills, as well as a deep understanding of drug development and the preclinical business landscape. If you are a natural communicator who enjoys building relationships and thrives in collaborative environments, this opportunity could be the perfect next step in your career.

Gubra is expanding our Scientific Sales team and we are looking for a Senior Scientist with profound interest in sales and business development to join our team. You will report to the Head of Scientific Sales and working close with the rest of the Scientific Sales team.

At Gubra we primarily work within the metabolic and fibrotic space with therapeutic areas including obesity, sarcopenia, diabetes, MASH, renal diseases, CNS, IPF as well as woman's health. Your primary area of responsibility will be to engage in scientific discussions with clients and being an important sparring partner for them in designing preclinical studies. It is expected that you have experience and understand preclinical drug development. Internally at Gubra you will work and coordinate closely with the rest of the Sales team and Operations to ensure studies are feasible

Your primary areas of responsibility will be:

- Designing and selling complex preclinical studies in close dialogue with the customer
- Building, maintaining and expanding relationships with key customers and stakeholders
- Driving internal onboarding and alignment with Gubra Operations for preclinical studies
- Conducting advanced market and sales analyses
- Identifying, qualifying, and developing new business opportunities, leveraging our CRM platform HubSpot and your professional network
- Representing Gubra at international conferences and symposiums (1-5 times annually), delivering high-impact presentations
- Mentoring and supporting the development of junior team members, fostering a culture of scientific excellence and commercial acumen.

We are looking for a person, who:

- Has a relevant scientific master or PhD focused on metabolic or fibrotic diseases
- Has excellent communication skills in English, both in writing and verbally
- 6+ years of preclinical drug development from biotech/pharma/CRO
- Has extensive experience with designing and conducting preclinical studies, focusing on vivo pharmacology
- Has demonstrated success in B2B sales, business development or scientific consulting
- Is energetic, proactive and can build and manage complex stakeholder relationships
- Is well-structured, analytical and has a hands-on approach with a strategic mindset

Please apply no later than 10 November 2026 by uploading your motivated cover letter, resume and relevant diplomas on our website. If you have questions about the position, please contact Head of Scientific Sales, Michael Christensen (MCH@gubra.dk).

About Gubra

Gubra is an ambitious biotech and contract research organisation (CRO) company striving for excellence at all levels. We insist on doing things efficiently – and often differently – to reach the results we aim for. Our vision is to become leaders in the path towards a more sustainable and healthier world. We do that by facilitating the discovery of new medicine, and by acting and inspiring others to fight the ongoing climate and biodiversity crises.

Gubra's activities are focused on the early stages of drug development and are organised in two highly synergistic business areas: Biotech and CRO Services. We generate our revenue by performing research for life science companies as well as by partnering projects from our discovery and development pipeline.

Our therapeutic focus is within metabolic and fibrotic diseases, and we specialize in in vivo

pharmacology, ex vivo assays, drug profiling, histology, stereology and whole brain and organ imaging. In addition, we offer a full palette of advanced transcriptomics. Our ML/AI-driven peptide drug discovery platform streamLine enables us to rapidly develop a peptide hit into a non-clinical candidate ready for development. Through a constant focus on high quality, scientific excellence, speed, and solid teamwork we have established ourselves as a highly professional and competent partner in the market.

People are our greatest asset, and our team consists of +280 employees all located in Hørsholm, Denmark. The mix of people from different cultures and educational backgrounds combined with our entrepreneurial mindset have greatly impacted our working environment, which is characterized by entrepreneurial drive, scientific curiosity, and teamwork – we join forces!