



Marketing and Sales Roles – Advanced Biomaterials & 3D Cell and Organoid Technologies

Location: Winston-Salem, NC (Hybrid/On-site preferred)

Company: PepGel LLC

Position Type: Full-time,

About PepGel

At PepGel, we drive advances in regenerative medicine built on next-generation synthetic peptide hydrogel technology. Unlike conventional 2D cultures or legacy artificial “3D” aggregates, our patented PGmatrix™ platform provides a true physiological microenvironment that mirrors the body’s own regenerative processes ensuring the preservation of structural and functional cellular integrity. Our innovative PGmatrix technology faithfully mimics the human extracellular matrix, unlocking new possibilities in regenerative medicine through transformative stem cell innovations and tissue regeneration. Our advanced solutions also propel progress in drug discovery, disease modeling, and in vivo drug delivery, accelerating the path from research to therapy. The PepGel portfolio encompasses four core product lines: PGmatrix 3D Cells, PGmatrix Stem-X, PGmatrix Bioink, and PGmatrix Injection. Complementing these product lines, we also provide custom hydrogel formulations, hiPSC-derived somatic cells, and advanced 3D tumor and organoid models for precise drug efficacy and toxicity testing and regenerative medicine. (www.pepgel.com)

Position Summary

We are seeking a highly motivated individual to lead Marketing and Sales with a strong scientific background in regenerative medicine, biomedical engineering, or equivalent degree and have demonstrated experience in technical marketing and sales or business development within the life science, biotech, and pharmaceutical industry. The ideal candidate understands cell biology, stem cells, cell cultures, organoids, hydrogels, bioprinting, in vivo delivery, and or translational research, and can effectively communicate how PepGel products deliver superior performance and value to researchers, biotechs, and pharma partners.

This role combines scientific expertise, consultative selling, and strategic relationship building to grow revenue, expand market presence, and support customers in adopting PGmatrix-based technologies.

Key Responsibilities

Sales & Business Development

- Promote and sell PepGel's product lines to academic, biotech, and pharma customers.
- Identify and pursue new customers, markets, and partnership opportunities.
- Manage the full sales cycle from lead generation to closing.





- Develop account strategies to expand product adoption and drive recurring purchases.

Customer Engagement & Technical Support

- Serve as a first layer scientific consultant to customers, understanding their research needs and recommending proper products and workflows.
- Conduct product presentations, technology demos, and hands-on discussions with researchers and decision-makers.
- Support customer onboarding, troubleshooting, and workflow optimization.

Market Intelligence

- Track competitor products, emerging technologies, and customer feedback to inform product positioning and R&D priorities.
- Provide insights to marketing and leadership on market trends and customer needs.

Internal Collaboration

- Work closely with R&D, production teams to refine product messaging and identify new application opportunities.
- Attend conferences, trade shows, and scientific meetings to represent PepGel.

Qualifications

Required

- Master's or PhD in a relevant life science or bioengineering field.
- 1–3+ years of technical sales or business development experience in life sciences.
- Strong understanding of cancer and stem cell cultures, organoids, 3D models, biomaterials, bioprinting, or regenerative medicine.
- Proven ability to explain complex scientific concepts clearly.
- Strong negotiation, communication, and relationship-building skills.
- Self-motivated and comfortable in a fast-paced startup environment.
- Willingness to travel (20–40%).

Preferred

- Experience selling to pharma and biotech R&D groups.
- Existing network in academia, CROs, or pharma.
- Familiarity with CRM tools such as HubSpot or Salesforce.
- Experience with hydrogels, ECM mimetics, organoid platforms, or 3D bioprinting technologies.

What We Offer

- Competitive salary plus commission or bonus structure.
- Opportunity to join a rapidly growing regenerative medicine company.
- Direct interaction with world-class scientists, customers, and industry partners.
- Professional growth with potential for expanded leadership roles.
- Mission-driven culture focused on innovation, excellence, and impact.

To Apply

Submit your application including update CV and three names of references to sales@pepgel.com

