




Company Description

NorayBio is a bioinformatics company that offers support to the biosciences sector, biotechnology, biomedicine and biopharmacy, through the development of new bioinformatic solutions. In NorayBio we create computing programs, software solutions that facilitate work in the biotechnology sector. Our objective is to help researchers handling the vast amount of information generated in scientific and biotechnological research, facilitating the biological comprehension of the obtained data.

Information

 **Deadline:** 2019-01-31
 **Category:** Business
 **Province:** Bizkaia

 **Country:** Basque Country
 **City:** Derio

Company

Noray Bioinformatics, S.L.



Main functions, requisites & benefits

Main functions

NorayBio is a leading Company focused on the development and marketing of software for biosciences, which is situated in the Basque Country, Spain.

Currently we are recruiting AN INTERNATIONAL SALESPERSON (FR, EN) who wants to enhance his/her career in life sciences software for foreign markets.

Reporting to the Business Development Manager, he/she will be responsible for the following duties:

- ☐ To enlarge the number of international clients and obtain new incomes for NorayBio, according to the Company's Business Plan.
- ☐ To attract new clients from public and private sectors (Hospitals, Universities, Research Groups, Pharmaceutical Companies, etc.), in order to meet sales targets in different countries, reporting on a quarterly basis.
- ☐ To conduct sales calls to potential customers and specialized meetings with Product Managers, negotiate terms&conditions and make profitable deals for the medium/long term.
- ☐ To participate in worldwide scientific congresses, trade shows and exhibitions.
- ☐ To prepare commercial offers and public tenders.

Requisites

It is required:

- ☐ University studies.
- ☐ Strong communication skills in French and English, compulsorily (any other language will be appreciated).
- ☐ Minimum of two years of experience in commercial activities in the international arena.
- ☐ Excellent presentation and negotiation abilities.
- ☐ Passionate about customer engagement, self-motivated, results-oriented, proactive, enthusiastic, organized and independent.
- ☐ Willing to travel to other countries.
- ☐ Workplace in Bizkaia.

Benefits

We offer:

- ☐ Promising career opportunities.