




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: 2019-05-14
 Category: Business
 Province: Bizkaia

 Country: Basque Country
 City: Derio

Company

Noray Bioinformatics, S.L.



Main functions, requisites & benefits

Main functions

Reporting to the Business Development Manager, he/she will be responsible for: Enlarging the number of international clients and obtain new incomes for NorayBio, according to the Strategic Plan. Attracting new clients from public and private sector (Hospitals, Universities, Research Groups, Pharmaceutical Companies, etc.), in order to meet sales targets in different countries, reporting on a quarterly basis. Conducting sales calls to potential customers and specialized meetings with Product Managers, negotiate terms&conditions and make profitable deals for the medium/long term. Participating in worldwide scientific congresses, trade shows and exhibitions. Preparing commercial offers and public tenders.

Requisites

University studies. Strong communication skills in English, compulsorily (other language will be appreciated). Minimum of three years of experience in commercial activities, preferably in the biosciences industry (i.e. laboratory supplies). 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

Promising career opportunities. To take part in an leading and expanding company. To join a dynamic and highly qualified team with a great work environment.

