

Company Description

BIOBIDE is an international Preclinical Contract Research Organization (CRO) specialized in the Zebrafish alternative animal model. Focused on early Discovery and development for pre-clinical evaluation, Biobide offers high-quality studies with the zebrafish to Pharma, Biotech, Chemical, Cosmetic, Nutraceutical, and Tobacco companies worldwide. With Headquarters in the Basque Country, Spain, and a commercial office in Cambridge, USA, we are currently looking for a client-oriented Sales and Business Development person to join our Business Development Team in San Sebastian (Spain) and grow with us.

Information

 **Deadline:** 2020-11-19
 **Category:** Business
 **Province:** Gipuzkoa

 **Country:** Basque Country
 **City:** Donostia

Company

Biobide



Main functions, requisites & benefits

Main functions

To report directly to the General Management of the company. To identify and manage new clients, partners, and business opportunities. To coordinate with the R&D Department to elaborate technical and economical proposals for potential and existing clients. To face-to-face/online presentations of the company (commercial and technical) and its value proposition to potential clients. To negotiate new Contracts/Master Service Agreements (MSA). To organize and represent the company in international congresses, conferences, and events. To collaborate and manage the commercial activities of the US branch (Biobide USA, Cambridge, MA). To create long-term client relationship and sales follow-up activities. To sale forecast and analyse. To manage the marketing strategies in collaboration with Biobide's marketing agency. To work on day-to-day marketing activities, especially digital activities: company's website and social media management, marketing material, online marketing campaign (inbound and outbound).

Requisites

A scientific background (pharmacy, biology, biochemistry, veterinary...). Fluent in English and Spanish are compulsory. 2 to 5 years' experience in a similar role in a CRO/Pharma/Biotech company. Availability to travel internationally. Communication, presentation, and negotiation skills. Proactivity and independent working skills but also capable of team-working and able to collaborate with professionals from other departments. Customer Relationship Management (CRM) knowledge.

Benefits

We offer you the possibility to grow professionally in the company.

