

**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 Business Development and Sales person to join our Business Development Team in San Sebastian (Spain) and grow with us.

**Information**

 Deadline: 2025-02-27  
 Category: Business  
 Province: Gipuzkoa

 Country: Spain  
 City: Donostia-San Sebastian

**Company****Biobide****Main functions, requisites & benefits****Main functions**

Reporting directly to the General Management of the company, you will be responsible for: Identifying and managing new clients, partners, and business opportunities. Coordinating with the R&D Department to elaborate technical and economical proposals for potential and existing clients. Face-to-face/online presentations of the company (commercial and technical) and its value proposition to potential clients. Negotiating new Contracts/Master Service Agreements (MSA). Organizing and representing the company in international congresses, conferences, and events. Collaborating and managing the commercial activities of the US branch (Biobide USA, Cambridge, MA). Long-term client relationship and sales follow-up activities. Sales forecast and analysis. Managing the marketing strategies in collaboration with Biobide's marketing agency. 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. 3 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. HubSpot or similar.

**Benefits**

To be negotiated based on proven experience and realistic expectations. Full-time job (40h). Flexible working hours so that you can organize your working and private life according to your needs. Onboarding to help you settle in quickly, ensuring you are part of the Biobide team from day one. Half a day's holiday on your birthday so you can enjoy it. Intensive workday from June to September (7h).