



BUSINESS DEVELOPER FOR EUROPE: FRANCE, ITALY, SWITZERLAND, GERMANY, UK, NETHERLANDS & SWEDEN MARKETS

Overview

We are Cellab, a fast-growing company that is leading the way for the Biotech industry in Andorra. We are a private cells and tissue bank that has evolved to become the first CDMO in the country, specialized in Advanced Therapy manufacturing.

We're looking for candidates with a strong background in new business development and account management in one or more of the life sciences technology sectors.

The role requires leadership within a multidisciplinary environment and a close working relationship with other members of the team.

Main role

Your responsibility will be to support the strategy for the business and execute significant sales and client management activities that result in the continued growth of the CDMO sector of our business.

About The Job

As a Business Developer, you will be responsible for finding, developing, and managing the relationships with existing and new clients with a particular focus on ensuring that each step of the sales process is achieved to timescales, documented processes, and delivery of the objectives identified.

The role holder must be self-motivated, tenacious, well organized with a good recollection/documenting of events and facts over the sales cycle with a desire to identify, define and achieve interim milestones which deliver quantifiable results on the journey towards a final deal being signed off.

Using your strong technical and market understanding skills you will help to communicate what Cellab can deliver to potential clients.

Whilst this position is remote, it will be valued the possibility to be some days every month in Sant Julià de Lòria, Andorra, to have meetings with the scientific team. The successful applicant will need to support our clients and business on a global basis spanning the North American and European markets.

Responsibilities

You will be responsible for supporting all aspects of Business Development for our Pharma and Biotech business. You will:



- Develop strong commercial relationships with senior executives in potential client companies
- Establish trusted relationship with clients to drive discussions related to their strategic objectives
- Close substantial sales in collaboration with project implementation teams
- Work with our technical teams in Cellab to maximize sales conversion
- Feedback market information to the technical teams to support continuous improvement of our service offering
- Generate the needed marketing material.

You will also use your strong commercial and technical skills to make a significant contribution to the overall direction of development projects, often working on more than one concurrently.

Requirements

We would love to hear from you, especially if you have a combination of:

- Training in health sciences or related fields.
- Experience of working in a fee for service business
- A track record of success in an account management, new business development, or strategic consulting role creating breakthrough products/services and bringing them to market.
- An aspiration to take this experience and contribute to the strategic growth and marketing of the industrial biotechnology capability at Cellab.
- Understanding, knowledge of and experience with economics and the drivers of pharmaceutical demand
- Experience in market opportunity assessments and forecasting
- Comfort with multiple therapeutic areas
- High degree of emotional intelligence, adaptability and creativity
- Ability to navigate a matrixed organization and collaborate effectively, and consistently meet fast deadlines, even when operating with a high level of ambiguity

Nice To Have

- Significant and relevant industry contacts in our target areas.
- Previous experience working with Advanced Therapies.

Future prospects

Cellab is committed to developing its employees' careers. Promotion is linked to merit.

-> SEND YOUR CV BY E-MAIL AT: info@cellab.com