

Our client is a Dutch Life Sciences consultancy and operational support firm located in Tilburg and Oss. They are dedicated to the development of pharmaceuticals and diagnostics. Their clients are leading pharma companies as well as innovative biotech start-ups.

Our client is looking for an energetic, motivated team player interested in contributing to further growth.

Business Development Manager

Primary responsibilities

- Lead the business development activities within the company;
- Follow-up of existing leads as well as creating new leads with all kinds of clients, ranging from SMEs to worldwide multinationals;
- Develop and implement strategic and operational plans to achieve revenue objectives;
- Take initiative to enhance the clients proposition and development of new concepts;
- Responsible for go to market strategy and execution for expansion within Europe;
- Contribute to appropriate processes to provide timely and accurate management information related to forecasts, market intelligence and industry trends;
- Build and maintain a strong network within the pharmaceutical and biotech companies;
- Identification of and attendance at relevant conferences within Europe;
- The role reports to one of the Partners of the company.

Profile

- Relevant Master's degree (life sciences preferred);
- 3 – 8 years commercial work experience in pharmaceutical and/or life science industry;
- Excellent communication, relationships management and sales skills;
- Advanced knowledge on the way integrated drug development programs are designed and executed;
- Experience with Salesforce is preferred;
- Fluent in Dutch and English, German is a plus;
- Driver's license;
- Brings a significant network in the innovative life sciences sector.

Personal Skills

- Enthusiastic and easy connector with excellent negotiation skills;
- Commitment, confidence, perseverance, self-starting;
- Excellent communication and presentation skills;
- Result-driven and customer focus;
- Team player;
- Multi-tasking and prioritization capability.

Interested:

Please contact Ellen de Kroon at ellen@primerbiobusiness.com, +31 6 53 17 07 57