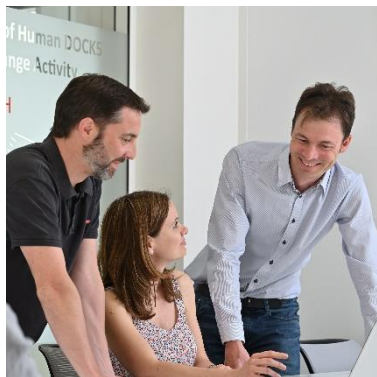




Business Development Manager Europe

Permanent position – Full remote possible



Our Company is a leading Drug Discovery CRO for Life Sciences Organizations, providing expert Biochemistry and Screening, as well as Organic, Medicinal and Analytical Chemistry services to the Pharmaceutical, Biotech, Cosmetic and Crop Protection Markets. We benefit from a top-notch image in the market, based on our excellence in science and customer dedication, as well as a strong differentiation of our offerings. We already have a significant business in Europe and in the US, which we intend to sustain and grow. Therefore, we are looking for an outstanding Business Development Manager Europe to join our team

The successful candidate will be responsible for managing business development for the whole service portfolio throughout Europe, with a focus in Northern Europe (UK, Scandinavian countries, Netherlands, Germany, ...) directly reporting to the Chief Business Officer.

Your Mission:

Grow and bring our Business in Europe to the next level, by your local engagement and business networking

Your role:

- Possess a deep understanding of, and ability to, anticipate client needs and requirements and contribute significantly to client relationship strategies
- Develop relationships with clients/prospective clients and with appropriate decision makers within Customers
- Develop and manage sales opportunities and lead, prepare, negotiate, and close proposals/contracts to meet the company and client needs.
- Visit existing and new customers on a regular basis
- Actively listen to them for new trends / opportunities and foresee their needs to successfully offer our services and solutions to meet their requirements.
- Collaborate closely with the business development and experts' teams in Lyon to deliver business development goals
- Participate and animate booths on occasion of international meetings / gatherings to increase Company audience and visibility



- Use our current CRM to monitor sales targets and to share progress and reports
- Identify and monitor competitors' activity and use market intelligence to identify new opportunities.

Requirements:

- Education: MSc or PhD in Science, preferentially in organic/medicinal chemistry/biochemistry or screening
- Experience: 10-12 years business development/sales experience in the discovery CRO industry, with an existing network of contacts and relationships.
- Excellent presentation, communication and interpersonal skills (the command of French language is not a requirement)
- Results-driven, detailed-oriented
- Entrepreneurial and "hunter" spirit combined with a positive "can-do" attitude and a desire for taking responsibility
- Willingness to travel as needed to meet with clients, and attend scientific events

What we offer:

A stimulating and multidisciplinary working environment, in a human-size structure where Customers satisfaction, Discovery Science and Teamwork is of utmost importance

An excellent career opportunity, enabling autonomy and initiative to unleash and develop your commercial and innovative potential

We are an equal opportunity employer.

Please send your CV to: careers@edelris.com

