



Position: Business Developer

Location: Europe

Job Category: CRO Services-Preclinical/Clinical; Drug Discovery, ADME, Toxicology, Pharmacology, Translational Medicine, and Biomarker Research Imaging Services

The Company: ImaBiotech is a contract research organization (CRO) that offers services in mass spectrometry imaging (MSI); along with developing and implementing new imaging technologies, such as Quantinetix™ and Multimaging™. In order to accelerate drug development, ImaBiotech offers services, such as MALDI high resolution mass spectrometry imaging to provide a cost effective solution for preclinical and clinical studies. This molecular technique is used both qualitatively and quantitatively for understanding the efficacy and toxicity of drug candidates.

Position Summary: ImaBiotech is looking for a European Business Developer to join the sales team and aid in the revenue growth of our company in Europe. Qualified candidates should be analytical, creative, collaborative, self-motivated, quick learners, and have an entrepreneurial spirit. The position's primary objective is seeking out and building quality relationships with new and existing collaborators/partners/sponsors. The position receives substantial support from our Study Managers and Senior Scientists in developing proposals to closing the sale, which is a team effort.

Primary Responsibilities:

- Undertake sales activities in Europe selling to Pharmaceutical and Biotech companies, especially in the areas of early phase (Preclinical - Drug Discovery, ADME, DMPK, and Toxicology) and late phase (Clinical) development
- Identify organizations and individuals online to establish new leads and potential new markets
- Develop sales activity with regular updates of leads, contacts, and opportunities in Salesforce
- Pursue decision makers by contacting them through phone, email, social media., etc. to establish rapport, identify requirements, and schedule meetings for the ImaBiotech Technical Team
- Attend conferences, meetings, and industry events that are relevant for business growth

Minimum Qualifications of Position:

- Bachelor's or Master's Degree in Life Sciences
- Established in the Pharmaceutical or Biotech industry
- Experience selling highly technical scientific services and/or instrumentation
- Experience selling Preclinical to Clinical CRO Services with demonstrated success is a bonus
- Proficiency in the Microsoft Office Suite
- Have strong verbal and written communication skills in English

For inquires or resume submission, please contact the following:

- Email: recrutement@imabiotech.com
- Phone: + 33 (0) 320 164 091
- Job offer reference: BDDB11

We look forward to receiving your resume for this exciting position at ImaBiotech!