

Business Developer Europe

With two facilities in Boston (MA, USA) and Lille (France), ImaBiotech offers innovative services to the pharmaceutical research to provide better drug efficacy and toxicity evaluations from preclinical to clinical stages. ImaBiotech's mission is to provide latest technologies and scientific expertise to measure all the parameters that will confirm the drug efficacy and reveal the high potential of new medicines. In order to measure these parameters, ImaBiotech develops robust methods to quantify the exact amount of drug in contact to targeted cells in human and animal models and specific biomarkers in order to accelerate the development of drugs with personalized approach for each sponsor and partner.

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 a specific geographic area in Europe 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 to establish new leads and potential new markets
- Develop sales activity with regular updates of leads, contacts, and opportunities in Salesforce
- Present our services with our internal scientific experts
- Design the studies with our sponsors and prepare the proposals
- Pursue decision makers by contacting them through phone, email, social media., etc. to establish rapport, identify requirements, and schedule meetings
- Attend conferences, meetings, and industry events that are relevant for business growth
- Work on a daily manner with the inside sales representatives and with the marketing team

Minimum Qualifications of Position:

- Master's or PhD Degree in biology/biochemistry/chemistry with a minimum of 3 years of expertise in Business Development
- Established in the CRO world
- Experience selling highly technical scientific services and/or instrumentation
- Experience selling Preclinical to Clinical CRO Services with demonstrated success is a plus
- Fluent in English
- Fluency in German would be a big plus

For inquires or resume submission, please contact the following:

- Email: recrutement@imabiotech.com
- Phone: + 33 (0) 320 164 091
- Job offer reference: BDDB12

For more information visit our website www.imabiotech.com