PERSPEKTIV IS HIRING A BUSINESS DEVELOPER BIOLOGIE (DACH) FOR PERMANENT UNDEFINED.

Date: 11/12/2017

Job reference: Perspektiv1712711-22346891

Type of contract: Permanent
Localisation: Munich 80939, DE
Contract duration: Undefined
Level of studies: Master's Degree
Years of experience:
Company description: Perspektiv est un cabinet de conseil en recrutement dédié aux entreprises françaises ayant des activités dans les pays germanophones.

Job description:
Founded in 1995, Oncodesign is a biopharmaceutical company that fills in the innovation gaps in the healthcare industry, based on its unique precision medicine platform. Technological innovation lies at the heart of Oncodesign's model—the etiology, discovery and experimentation activities designed and implemented by Oncodesign contribute to a more effective approach to the phenomenon of innate and acquired resistance, more effective treatments and a reduction in therapeutic failures.

JOB DESCRIPTION
* Supports Oncodesign's (ODS) growth quantitatively and qualitatively with respect to the range of products/services linked with the segmentation of the relevant market
* Sales ODS' services, technologies products in the relevant market
* Promotes IDDS offers in the relevant market in order that ODS become a relevant preferred partner

MAIN RESPONSABILITIES
Ensures growth turnover with respect to ODS' range of products/services
* Bringing creativity in terms of prospects and solutions on the basis of ODS' products/services
* Correctly introducing the new technologies and activities but also the products offered by the company, taking account of every update and evolution

- Interacts with clients
- Manages customer relationships in respect of company's management rules and commercial prices policy
- Having an active exploration campaign for new clients
- Populating the client database and update client coordinates
- Contributing to the optimization of the Business Dev Marketing Department

Required profile:
PROFILE
* Scientific educational background in biology, chemistry, Pharmacology: minimum accepted level is master degree, Phd degree preferred
* 10 years of professional experience in commercial/business development positions with demonstrated success (TO margin rate growth, higher market-share, ...) in health, pharma or biotechnology markets
* Demonstrated skills to hear listen to, talk convince customer's team at different level of responsibilities (scientific expert, lab manager, VP R, ...)
* German as mother tongue, fluent in English as mandatory, French language appreciated

FURTHER INFORMATION
* Home based job / Customer based job
* Business requires frequent travels abroad and throughout France
* Preferred localization of the incumbent in Germany/Austria
* Work contract could be under French or local regulation
To apply: offen2346891.4939@perspektiv.contactrh.com