

On behalf of our client, a biopharmaceutical company, we are looking for an enthusiastic

BUSINESS DEVELOPER DACH (M/F)

Company: Oncodesign
Reference of the job offer: Perspektiv1712711
Location: Home-office in Germany / Switzerland / Austria
Contract type: Permanent contract

COMPANY 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.

Working alongside big pharma, biotech's, public research institutions and investment groups, Oncodesign orients the research and development of new therapeutic and diagnostic tools. Through its range of services, partnerships and licensing programs, Oncodesign's offering can meet the full range of innovation needs.

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
- Under direct supervision of: Chief Business Development & Marketing Officer
- External connections: Partners, customers,
- Internal connections: scientific support manager, scientific experts, Labs manager, finance, pre-sales team, MarCom...

MAIN RESPONSABILITIES

Ensures growth turnover with respect to ODS' range of products/services

- Focusing on target prospects
- 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
- Learning and keeping under control the processes and sales channels relevant to the company
- Ensuring the correct use of the tools of the department dedicated to the clients and keeping it updated system and databases, emailing details –, specific action plans, estimates, synopses...



- Achieving personal goals on sales quantitatively (order portfolio) as well as qualitatively (precise forecast by item...)
- Providing coordination and support to ODS' commercial partners

Interacts with clients

- Capitalizing on marketing tools and existing scientific publications, making propositions for other new tools,
- Being in charge of the connection between scientific experts of the Company and clients in order to perfectly understand and dealing with the right questions in order to answer with an adapted offer
- Participating in the Company's presentations (products and services)
- Being a force of proposals for travel and client visits/meetings, preparing them in advance
- Communicating necessary information for the elaboration of cost Communicating preliminary information for the elaboration of estimates
- Suggesting ways of optimizing the ODS' cost offers with respect to the client needs and expectations and optimizing the final costing of estimates

Manages customer relationships in respect of company's management rules and commercial prices policy

- Identifying the clients' needs and following discussions with them
- Managing a customer tracking system including synopses, estimates, offers, taking charge of the shipping to clients,
- Negotiating framework agreements including confidentiality agreements, Master Service agreements, annual discount contracts ...
- Managing key accounts business and relations with head offices, subsidiaries, ...
- Ensuring a response delay to the clients as short as possible,
- Trying his best to convert an estimate into an order: reminders should be issued rapidly and committedly and in case of a negative answer, he should know the reason of the refusal.

Having an active exploration campaign for new clients

- Using all the resources at his disposal: MedTRACKS, Data monitor, marketing campaign, phone conferences, congresses...
- Systematically prospecting to take advantage of any contract opportunity: proactivity
- Making a competition benchmark and a study on the covered markets (product range...)

Populating the client database and update client coordinates

- Updating the database (Business Contact Manager, CEGID, MedTRACKS, data monitor)
- Organizing, coordinating and centralizing the gathered information

Contributing to the optimization of the Business Dev & Marketing Department

- Participating to the implementation of dashboards and sales forecasting (monthly, quarterly, semi-annually and annually)
- Promoting coordination inside the department and encouraging team work
- Preparing and attending the meetings of the department and outside
- Regularly sharing information with his manager, with full transparency.



PROFILE

- Scientific educational background in biology, chemistry, Pharmacology: minimum accepted level is master degree, Phd degree preferred
- 5 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&D, ...)
- 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

⇒ **Should you be interested in this position, please send your full application details by email to Marc Tempez, HR Director at Perspektiv:**

info@perspektiv.fr

Important: Please mention the reference « **Perspektiv1712711** ».

Please note that only candidates selected for the interviews will be contacted further.

For any question, please contact us using the details below:

Perspektiv 

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