

XTBD092018

XenTech is a growing CRO focusing on the preclinical evaluation of oncology therapeutics. The company relies on an innovative experimental platform for its contracted research offer to the pharmaceutical industry.

To help in its continuous expansion, XenTech is hiring a Business Developer.

### **Life Sciences Business Developer (Biopharmaceutical R&D market)**

#### **Mission:**

In order to fuel the company's growth in terms of revenue, your mission will require:

- Develop and grow new opportunities across accounts from new and existing clients
- Identify the need of new and existing accounts and, find the appropriate solutions XenTech can offer to solve the need
- Detect and generate business of contracted research service with added-value
- Market the contracted research solutions to new prospects and across existing accounts
- Establish and proof-read quotations/commercial proposals in a collaborative fashion with the Business Development and Scientific teams
- Collect feedback from new accounts and repeated business customers to suggest improvements and new strategic orientation for the company contracted research solutions
- Actively participate in the company revenue growth
- Actively prospect and sell services to new Biotech & Pharma companies

#### **Your profile:**

- Successful 2-year experience in a sales role in the biopharmaceutical space and in an international context
- Insight in the business of sales and results oriented
- Excellent interpersonal skills and communication ability, enjoy teamwork, exhibit self-reliance, flexibility and possess strong organization skills
- Dynamism, reactivity and proactivity are words that can describe you
- Work ethic in reporting and managing opportunities (CRM)
- Fluency in English and French: you are able to communicate in writing and speaking in a clear, structured and articulated manner (fluency in English is a pre-requisite)
- Ing./MSc or PhD in Life Science related field and/or Oncology experience (not required but valued a strong asset).

Frequent business travels required (congresses, business conventions, customer on-site visits, international travelling).

**This role directly reports to:** Head of Business Development

**Additional information:** Full-time position, either at the Head-office based in Evry (91) near Paris, France with frequent travelling or, for non-French applicants, a home-based position could potentially be discussed.

In accordance to its Equal-Opportunity policy, XenTech reviews all applications of equivalent skills with no regards on disability

**Keywords:** sales representative, BD, oncology, international, biotech, CRO

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