

XTBD092019

XenTech is a renowned and well established CRO focusing on the preclinical evaluation of oncology therapeutics. The company markets an innovative experimental platform and know-how which is more and more popular among pharmaceutical & biotech industries.

To support its growth, XenTech is hiring a Business Developer.

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

#### **Mission:**

Grow company's turn-over:

- Develop and grow new opportunities across new and existing accounts
- 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
- 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 offerings
- Actively participate in the company revenue growth

#### **Your key success factors**

- Professional English required, oral as well as written.
- Experience with international sales and/or technical sales organizations; knowledge about sales methods, processes and tools (CRM).
- Prior experience and working knowledge of current-state oncology issues in the Life Sciences Industry (Pharmaceutical, Biotechnology).
- Ability to develop an internal relationship network and operate collaboratively.
- Ability to perform pragmatic and efficient reporting.
- Ing./MSc or PhD in Life Science related field and/or Oncology experience (not required but valued as a strong asset).
- Curiosity, open mindset

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

Base salary according to experience + Bonus plan + Health coverage

**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

**Contact:** [recrutement@xentech.eu](mailto:recrutement@xentech.eu)