

Business developer DACH

1. Main Goal of the function

Proactively prospect and develop the business of our oncology and genomic services by promoting and selling associated products in the defined region (DACH & Nordics region, other territories may be added)

- In collaboration with the Head of BIO Pharma, set the objectives and priority axes of the commercial endeavors.
 - Present and self-promote OncoDNA's solutions to our customer base (BioPharma, CROs and Research Centers/Hospitals)
 - Achieve growth and sales targets related to the region you are responsible for
 - Define and develop a network of pharmaceutical companies, full service CROs, cancer centers, private laboratories, hospitals, clinics
 - Build and maintain strong, long-lasting customer relationships by partnering with customers and understanding their needs
 - Educate the selected target groups to our solutions and technology
 - Identify business and scientific partnership opportunities and initiate negotiations
 - Ensure the commercial and administrative follow-up of the scientific collaborations and regular test requests
 - Offer product information on stands, during symposiums and conferences at the national and international level whenever needed
 - Explain all activities in weekly reports provided to the Manager
 - Report to the Head of Bio Pharma and ensure the follow-up of KPI set by the manager
- Promote the image and the reputation of the company by participating in trade fairs, congresses, workshops, conferences of business trips abroad.
 - Work closely with the Marketing department to coordinate the mission
 - Be in charge of commercial presentations during those events and generation of leads
 - Work closely with other departments such as marketing, scientific support, customer care, production to ensure an optimal service towards targeted costumers
 - Forward the contacts to the adequate person in the company and ensure the follow-up
- Additional requirements
 - Proven track record at developing mid-level and high-level contacts
 - Strategic business awareness and analytical skills
 - Adaptability and flexibility to changing priorities
 - Demonstrated ability to work creatively and effectively in a fast-paced environment
 - Attention to detail and ability to work simultaneously on multiple priorities
 - Ability to maintain demanding timelines
 - Ability to influence others both internally and externally
 - Ability to work independently and as a team player



- Ability to establish and maintain effective working relationships with co-workers, managers and clients

2. PROFIL RECHERCHE

- MSc or BSc in molecular biology or related with business development and commercial competences
- Interest in the technical aspects of the Products
- Good knowledge and understanding of cancer
- Knowledge in NGS
- An experience of at least 3 years, in sales within the oncology field and DX is necessary
- Previous experience selling to Biotech, Pharma and/or full service CROs will be a strong plus
- German mother language and English fluency is essential, French is a plus

Compétence non-techniques :

- Commercial skills Strong prospection capabilities and persuasive
- Strong interest for field work and business trips
- Proactive, enthusiastic and positive attitude
- Sense of partnership with multiple players
- Resilience and results-oriented
- Relational ease and good communication skills
- Dynamic and passionate
- Ability to build relationship network
- Adaptive to the needs and requirements of the market
- Team spirit
- Curiosity, open to continuous training and self-development
- People management skills

