

 <p>Creative Technologies for Efficient Therapeutics</p>	Business Developer
	Ref: BDJ082018 June 2018

Inoviem Scientific is a Contract Research Biotech (CRB) based in Illkirch-Graffenstaden, France (Close to Strasbourg). The start-up company, launched in 2011, has developed unique cutting-edge label-free technologies for elucidating drug mode of action, toxicity and efficacy directly from human tissue in physiological and pathological environments. We support the development of our clients' drug development projects through high value-added services. Our clients are any private or public organisation involved in the development of innovative therapeutic agents (small chemicals, peptides, antibodies, recombinant proteins...) targeting any pathology. To support its European expansion, Inoviem Scientific is looking for a business developer who will be based in Illkirch-Graffenstaden.

Description of the position:

The business developer will report directly to the management team. He/She will be in charge of identifying new opportunities in the European market, and of organising meetings to introduce Inoviem Scientific's technologies and expertise. We expect the successful candidate to be proactive and to manage the whole process from prospection to contract signature. You will be at the forefront with directors of drug discovery departments in pharmaceutical companies from all sizes.

Main Responsibilities:

- Identify contacts within biotech/pharma companies on the European market.
- Qualify the leads into qualified prospects
- Establish a contact/meeting with the prospects
- Present the company and its technologies in meetings with the prospects/clients online or on site.
- Perform follow-up on companies we are in contact with
- Establish quotations and deals with contract negotiations
- Represent the company on conferences, professional fairs and congresses
- Competitive watch on the European market
- Provide monthly BD reports to the management team

Requirements:

- Scientific background in biology/biotechnology/pharmacology is required (minimum master, a PhD would be appreciated)
- Double-training in business or project management is required
- English is compulsory, an additional language will be appreciated
- Strong oral communication skills are required in both French and English
- Team-player, entrepreneurship spirit, pro-active and independent
- Ability to network, establish internal and external relationships

What we offer: Fixed salary + Sales commission, in a stimulating startup environment

Position available on 01/08/2018. To apply, please send your CV and an application letter to job[at]inoviem[dot]com, with the following reference: BDJ082018.