

February 2019

Life Science Business Development Manager Europe/Asia

Hybrigenics Services is a leading provider of high-quality services to discover protein-protein and drug-protein interactions. We serve researchers from all over the world and are proud to work with the very best in basic, pharmaceutical, cosmetic and agronomical research. The key services we offer are based on the most comprehensive yeast two-hybrid platform, ULTImate Y2H™, to discover novel protein interactions from any cell or tissue. ULTImate YChemH™ is a target deconvolution technique dedicated to the identification of on/off- targets of small bioactive molecules to elucidate the mechanism of action and anticipate side-effects. Hybribody™ is an animal free technique to select and validate synthetic single domains antibodies. We enjoy an unparalleled scientific and technical recognition by our customers, with more than 480 publications in top-ranking journals based on the results we delivered.

We would like to further expand our Europe/Asian business and are looking for a highly motivated and talented Business Development Manager to join our BD team.

Position: Business Development Manager, Europe/Asia, Full time, Permanent

Reporting to: Director of Business Development, Europe/Asia

Description:

The role of the Business Development Manager is to work with the European/Asian Business Development team to manage and develop Hybrigenics client portfolio, made of principal investigators in academic research institutions and industry:

- Identify prospective customers and actively promote Hybrigenics services thanks to face to face meetings, phone or email contacts, and scientific / sales communications
- Contact and visit customers on a regular basis to promote repeat business and recommendation to new contacts
- Attend community scientific meetings, conferences and seminars to promote Hybrigenics services and network with customers: e.g. drug discovery, cell biology, cancer research, cardio-vascular biology
- Generate quotations for clients and interface with the project management and production teams in France
- Maintain the CRM database with up to date information

Requirements:

- Master's degree or Ph.D. in life sciences
- Successful sales experience in the life science industry
- Ability to interact on a scientific and commercial level with principal investigators, decision makers and procurement officers in universities, research institutes and pharmaceutical and biotech companies
- Team-player able to interact efficiently with other members of the Business Development team
- Excellent communication skills on all hierarchy levels. Fluency in English is mandatory; French is appreciated; Other languages relevant to major markets such as German, Chinese or Japanese are of advantage
- Proficiency in Microsoft Office software and Customer Relationship Management systems

Start date: immediately

Contact: Please send your resume and cover letter to careers@hybrigenics.com , together with availability information and your salary expectations