

Business Developer Nordics Lifesciences CRO W/M

Description

Company

THE COMPANY:

For over 50 years, the ERBC Group has established itself as a key international partner as a Contract Research Organization (CRO) for pharmaceutical, biotechnological, and chemical companies specializing in the safety evaluation of innovative drugs (pharmacology and toxicology) and chemical compounds. Arising from a strategic merger between two CROs located in ERBC Pomezia (ERBC POMEZIA, near Rome) and Baugy (ERBC BAUGY, near Bourges) in 2019, ERBC has since broadened its horizons through various organic growth initiatives and multiple mergers and acquisitions.

Comprising ERBC (non-clinical evaluation), ERBC DOMMARTIN (preclinical medical imaging in oncology, infectiology, osteoarticular), ERBC LYON (preclinical and clinical evaluation in oncology), ERBC BLOIS (histopathology and pathology), and ERBC TOULOUSE (accommodation and breeding of non-human primates), the Group develops a range of unique services from preliminary stages in « Discovery, » regulatory stages to entry into the clinical phase to ensure the best chances of success for the R&D projects of our clients.

Dedicated to patients' health, the ERBC Group combines exceptional scientific and technical expertise with the presence of state-of-the-art (bio)analytical equipment and advanced facilities that are essential pillars of robust and continuous growth.

To support the growth of our Group, we are seeking new talents whose expertise will bring unique added value.

Position

ERBC is looking for a **Business Developer Nordics Lifesciences CRO W/M** to join the **ERBC Group team**.

We are looking for a Business Developer who is highly field-oriented, with a strong inclination for sales – a true hunter who opens doors and engages extensively in commercial prospecting.

JOB LOCATION:

The position is full remote position based, only based in Sweden or Danmark.

WHO YOU ARE:

We are looking for a profile that will cover the Nordics territories (Sweden, Danmark, Norway, Finland).

Join our dynamic team as a **Business Developer Nordics Lifesciences CRO W/M** where you'll play a pivotal role in driving growth and fostering strategic partnerships. Your responsibilities include identifying new business opportunities, cultivating client relationships, and devising innovative strategies to expand our market presence.

You will be fully responsible for driving business development in these markets, which includes expanding our existing customer base, building and strengthening a network of strategic partners, nurturing relationships with scientific advocates, and fostering further growth within our current clientele.

This profile will sell of the ERBC Group offer for all the entities (ERBC BAUGY, ERBC POMEZIA, ERBC DOMMARTIN, ERBC BLOIS, ERBC LYON, ERBC TOULOUSE) as well as the lab service offer.

With a focus on collaboration and innovation, you'll lead initiatives to maximize revenue streams and propel our company towards sustainable success. If you're ready to unleash your entrepreneurial spirit and make a significant impact in a thriving environment, apply now to join our team!

IN THIS BUSINESS DEVELOPER NORDICS LIFESCIENCES CRO W/M POSITION, YOU WILL:

Sales Development:

- Organize and realize the prospection in the related area.
- Initiate the first contact with the potential future customers. The sales manager is responsible for the detection of the new business opportunities.
- Visit clients and potential new clients to evaluate needs. Give sales presentations to a range of prospective clients.
- Organize the sales efforts in accordance with the marketing campaign.
- Drive the negotiation with the new customers and hold the responsibility of the deal-closing.
- Represent the Company at Trade Shows and Conferences.

Customer requirement and Market trend identification:

- Develop and maintain knowledge of the diverse portfolio of products, services and operations offered.
- Analyse the territory/market's potential. Supply with feedback on customer needs, risk, opportunities, competitive activities, and potential for new products and services. Keep abreast of

best practices and promotional trends.

Collaboration with the other department of the company:

- Support the Customer Service in the collection of the information required to create the sales quotations.
- Work in close collaboration with the experts in the company to assess feasibility and capacity to match customer needs.
- Transfer them to the appropriate BD, when identifying opportunities located in a territory other than his own.

Customer account Management:

- Maintains the relationship with the customer during the execution of a project, listening to their satisfaction and anticipating any slippage.
- Maintain a relationship with the customer after a project has been completed, to listen to their future needs.

Profile

YOUR PROFILE:

Education/experience

- Master's degree or PhD in Life Sciences/Biotechnologies, pharma or in similar field and/or equivalent work experience in the associated field.
- Minimum of 3 years' experience in the related fields as a business developer: CRO market, discovery & preclinical, clinical development and operations, CMC, toxicology, pharmacology, biotechnologies, pharmaceutical, medicinal chemistry, regulatory affairs, medical affairs, HEOR, medical device!
- Current / previous international exposure and relationship with major international corporations will be considered as a plus.

Languages

- Fluent English is mandatory.
- Swedish and/or Danish is mandatory.
- Multiple language proficiency would be a plus.

Soft Skills

- Excellent communication, interpersonal and listening skills.
- Ability to manage relationships under stress.
- Ability to negotiate and manage contractual arrangements (mainly global, regional).
- Team player.
- Highly skilled at setting up strong networking.
- Professional, high standards in personal presentation.
- Business acumen & target driven.
- Ability to identify opportunities and to build robust plans and winning proposals.
- Strong service-oriented mindset.

Benefits

- Contract: We offer a permanent contract within the national collective agreement for the pharmaceutical industry.
- Training. People are our biggest asset, and we provide the time and budget to help you grow, through training, coaching and self-development.
- Flexibility. We understand life is about balance and we provide flexibility and support to help you achieve your life goals.

[Candidater](#)