

BUSINESS DEVELOPMENT MANAGER - R&D Products

A very important research and development institution has decided to create a new independent commercial company to sell its own products, currently marketed by third parties worldwide and to launch new product lines already developed. More than 90% of sales are generated in foreign markets.

Our client is looking for a BD Manager with experience in the research products market, especially in preclinical development, to lead the Sales & Marketing department. This position is located in Barcelona.

Key Responsibilities:

- Management of worldwide accounts (Europe, USA and Japan).
- Optimize the current go-to-market strategy.
- Perform consultative selling and lead technical homologation in each new customer.
- Prepare and implement annual sales budget and commercial terms and strategy in each country.
- Retain existing customers, expand customer base and launch new products.
- Manage the sales force and customer service.
- Develop web-based sales.

Required Qualifications & Experience:

- University degree in Life Sciences.
- 1-2 years sales experience in the research market.
- International sales experience is valued.
- Fluency in English and Spanish required.

We offer:

- Build and launch a new commercial business with the support of a major research and development organization.
- Products already sold worldwide.
- Many development opportunities.