

	BUSINESS DEVELOPER	www.leitat.org
		¿TE UNES?
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Are you passionate about driving innovation and building strategic partnerships? Do you excel at identifying opportunities and fostering collaborations that deliver impactful results? Join our team as a **Business Developer** and play a key role in shaping the future of innovation and technology at one of the leading technological centers in Europe.

Leitat is a technological center of reference with more than 100 years of history. It has a team of more than 400 professionals, experts in applied research, technical services and management of technological and innovation initiatives. Leitat provides social, industrial, economic and sustainable value, offering integral solutions in multiple sectors and fields: health and biomedicine, development of new materials, eco-sustainable production, occupational health prevention systems, waste revaluation and use of natural resources; interconnectivity and digitalization of industry, green energy and maximization of energy efficiency.

We are searching for a talented **Business Developer** for one of our companies, MedTech Barcelona, that specializes in developing and providing novel cell-based in vitro tools for the ADME-Tox and DMPK segment. Its current product portfolio (expected to grow in the coming years), covers essential applications in drug discovery, such as absorption studies, drug-transporter interactions, and toxicity testing. The company owns a patented technology that allows the shipment of living cells at room temperature, preserving their viability and cellular characteristics, thus streamlining logistics and reducing delivery times.

The role consists of representing our company by building and maintaining client relationships. Among other things, you will be required to take part in both the sales activities and business development within the department both via marketing lead conversion, trade show contacts, and individual lead generation. To be successful in this role, you will need a deep understanding of the pharmaceutical industry. You will also need excellent written and oral communication skills. An outstanding candidate will be someone whose expertise translates into increased customer loyalty and profitability.

Responsibilities:

- Account Management: maintain effective communication with assigned clients, processing orders, coordinating requests with all other departments, and establishing long-lasting rapport.
- Business Development: prospect new markets and applications for our portfolio, actively seeking strategies to acquire new leads.
- Networking: attend events and fairs at national and international levels to establish valuable relationships with key stakeholders and prospective and existing clients.
- Leadership: have a good spirit of initiative, to be able to make informed decisions while considering inter-department feedback.

Skills and Experience:

- Demonstrated ability in business-to-business (B2B) sales, value-selling experience preferable
- Superb customer service skills, as well as excellent oral and written communication skills
- A proven track record in developing and closing targeted sales
- Familiarity with customer relationship management (CRM) systems
- Problem-solving skills to propose mutually beneficial solutions

Requirements

- At least a Master in a life sciences-related field
- Cell biology and drug discovery knowledge
- Proficient in written and spoken English, additional languages are strongly encouraged
- Understanding of pharmaceutical industry best practices
- Good interpersonal skills and excellent collaboration and teamwork skills
- Creativity, adaptability, and familiarity with current marketing trends
- Ability and willingness to travel occasionally

What is it like to work at MedTech Barcelona?

You will be located at Barcelona and will work in an attractive environment, being part of a unique innovation ecosystem with cutting-edge technologies and highly equipped laboratories. We offer flexible working hours so that you can reconcile your personal life and your professional development. In addition, you will enjoy subsidized catering in our centers, medical insurance and you will have a permanent contract with a salary commensurate with your experience, training and development.

We are proud to offer these types of benefits that support the goals and well-being of our team members.

We also support equal opportunities and diversity - we strive every day to be a more inclusive workplace adapted to all groups!

If you are a person with excellent interpersonal and communication skills, with a high capacity to achieve your goals within the established deadlines and able to work independently and as part of a team, do not hesitate, sign up for our offer.

We would love to hear from you!