

Business Developer

Job Offer



AnaPath Research

AnaPath Research is a CRO located in Barcelona, with extensive experience in carrying out preclinical trials for pharmaceutical laboratories, the chemical industry and other research organizations. In our more than 30 years of activity we have worked with the main pharmaceutical industries being part of different multinationals (RCC, Harlan and Envigo). In November 2019, AnaPath Services acquired the company and re-founded it as AnaPath Research, thus undertaking together a new project of scientific quality and close contact with new and old sponsors.

With a multidisciplinary team of scientific experts, AnaPath Research covers most fields of pre-clinical pharmaceutical development and chemical and food safety.

Department

Our Business Development Department drives the financial growth of the company by offering negotiation and closing contracts that include the full range of studies offered at AnaPath to support research and development.

In addition to managing the sales process and overseeing account management activities, our BD representatives facilitate communication between study directors and clients, provide operational and financial support to ensure project execution within established timelines and monitor invoicing milestones for completed projects.

Position

The role of business development in a CRO involves identifying and cultivating relationships with potential clients in the pharmaceutical, biotech, and academic sectors to secure preclinical research contracts. It includes promoting the organization's specialized services, developing tailored proposals, and negotiating agreements while staying informed about industry trends. The position requires a strategic mindset, excellent communication skills, and the ability to drive revenue growth through partnerships and client engagement.

Responsibilities

- Drive sales of AnaPath Research S.A.U. contract research services to pharmaceutical, biotechnology, medical device and animal health companies within assigned territories
- Identify and prioritize target client companies and contacts throughout assigned territory, creating regional and account-specific action plans to maximize business development opportunities
- Plan and execute a schedule of regular visits to target clients to promote the company's services and generate business leads
- Represent AnaPath Research at regional, national, and international trade shows, as well as research organization meetings, to gather sales leads and increase brand visibility
- Achieve revenue and profitability objectives to support market share growth and establish a competitive edge
- Cultivate strong business relationships to acquire new clients while retaining and expanding existing client partnerships
- Collaborate closely with peers across scientific and sales support teams
- Host and participate in sponsor visits to AnaPath Research, as needed
- Regularly update the CRM system to ensure that all records (contact details, visit/call notes etc.) are accurate and current
- Ensure that the progress of all enquiries is logged accurately onto the CRM to assist with the preparation of monthly reports and other ad hoc reporting needs
- Work closely with internal teams to prepare high-quality responses and proposals in a timely manner, maximizing opportunities to secure new business
- Compile and collect business intelligence, including insights on potential clients, market trends, competitors and new business opportunities
- Support corporate marketing initiatives to promote the company and its services
- Prepare offers and contribute to pricing and costing activities when required

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Requirements

BSc/MSc/PhD in Science (Chemistry, Biochemistry, Biotechnology)

Experience in the pharmaceutical, clinical or CRO industry with a thorough working knowledge of operational work
Deep knowledge of the pharmaceutical market, sales cycle; decision making processes within pharma companies and experience working for CROs

Experience working in non-regulated and regulated environments i.e., GLP (Good Laboratory Practice), GCP (Good Clinical Practice) and other internationally recognized laboratory standards

Strong customer empathy and a service mindset

Fluent in English/Spanish; other European languages are a distinct advantage (French, German, Italian, etc.)

Excellent organizational, interpersonal and communication skills (written and verbal), together with cultural awareness and sensitivity

Work permit for Spain

Driving license and personal vehicle

Contact

rrhh@anapathresearch.com

Please indicate the position you are applying for and the source where you saw the job offer. Also, attach your CV and letter of recommendation (if applicable). Professional and academic accreditation may be requested if necessary.

Terms of Employment

Permanent contract

Full-time

Remote and onsite hybrid position

Competitive salary

The Company is committed to the principle of non-discrimination by ensuring equal opportunities for all applicants in its selection processes