



BUSINESS DEVELOPER FOR ATMPS CDMO

Overview

We are Cellab, a fast-growing CDMO specializing in Advanced Therapy manufacturing, paving the way for the Biotech industry in Andorra. Our expertise spans two core activities: serving as a private cells and tissue bank and advancing as the first CDMO in the country dedicated to Advanced Therapy manufacturing.

We're looking for proactive candidates with a strong background in business development and account management ideally in a life sciences sector. The ideal candidate will thrive in a collaborative environment and is eager to become an integral part of our small, young, and dynamic team.

Main role - About The Job

As a Business Developer, you will be responsible for finding, developing, and managing the relationships with existing and new clients with a particular focus on ensuring that each step of the sales process is achieved to timescales, documented processes, and delivery of the objectives identified.

Your responsibility will be to support the strategy for the business and execute significant sales and client management activities that result in the continued growth of the CDMO sector of our business.

The role holder must be self-motivated, tenacious, proactive, well organized with a good recollection/documenting of events and facts over the sales cycle with a desire to identify, define and achieve interim milestones which deliver quantifiable results on the journey towards a final deal being signed off.

Additionally, this position involves regular travel to attend industry congresses, network with key stakeholders, and meet clients face-to-face to build and strengthen relationships, further reinforcing your impact on the growth and visibility of the company.

Using your strong technical and market understanding skills you will help to communicate what Cellab can deliver to potential clients.

While the position offers flexibility with remote work and travel, it is essential that the candidate commits to spending at least 50% of their time at our headquarters in Sant Julià de Lòria (Andorra). This in-office presence is vital for fostering collaboration, aligning with the team, and immersing in the exciting environment of our organization..



Responsibilities

You will be responsible for supporting all aspects of Business Development for our Pharma and Biotech business. You will:

- Develop strong commercial relationships with senior executives in potential client companies
- Establish trusted relationship with clients to drive discussions related to their strategic objectives
- Close substantial sales in collaboration with project implementation teams
- Work with our technical teams in Cellab to maximize sales conversion
- Feedback market information to the technical teams to support continuous improvement of our service offering
- Generate the needed marketing material.

You will also use your strong commercial and technical skills to make a significant contribution to the overall direction of development projects, often working on more than one concurrently.

Requirements

We would love to hear from you, especially if you have a combination of:

- Training in health sciences or related fields.
- A track record of success in an account management, new business development, or strategic consulting role creating breakthrough products/services and bringing them to market.
- An aspiration to take this experience and contribute to the strategic growth and marketing of the industrial biotechnology capability at Cellab.
- Understanding, knowledge of and experience with economics and the drivers of pharmaceutical demand
- Experience in market opportunity assessments and forecasting
- Comfort with multiple therapeutic areas
- High degree of emotional intelligence, adaptability and creativity

Nice To Have

- Significant and relevant industry contacts in our target areas.
- Previous experience working with Advanced Therapies.

Compensation Package

We offer a competitive salary tailored to the candidate's experience, skills, and the value they bring to our team. Additionally, this role includes a performance-based success fee for each successfully closed client, rewarding your contributions to our business growth.

-> SEND YOUR CV BY E-MAIL AT: info@cellab.com