

## Business Development Manager IVT EMEA

Apply Now

Company: Eurogentec

Location: Seraing

Category: other-general

Eurogentec is an internationally successful biotechnology supplier, based in Belgium (Liège area), that specializes in genomics and proteomics kits and reagents as well as cGMP biologics. The company was founded in 1985 as a spin-off from the University of Liège. Since 2010, the company is part of Kaneka Corporation, a Japanese international company, which has developed a broad technological platform in Asia, Europe and US. For supporting the Sales Development of Eurogentec, we are hiring a new colleague (m/f/x) for the position of:

### **Business Development Manager – In-Vitro Testing**

within the Sales Department of Life Sciences Business Unit. The Life Sciences Business Unit is divided in 2 main core businesses : Therapeutics, focusing on Therapeutic use of our products by end customers, and In-Vitro Testing, focusing on Diagnostic use of our products by end-customers. In-vitro Testing business line is including all products for Diagnostics proposed by Kaneka Eurogentec, such as Oligonucleotides, from RUO to IVD grade, including a possibility of Dispensing / Laboratory Developed Test / OEM complementary services and qPCR kits and reagents. This business line is dedicated to help customers create a safer world !!

By joining Eurogentec, you will embrace a meaningful job with a major biotech CDMO and contribute to improving Life Science and BioPharma research and healthcare!

### **Your mission:**

- Achieve and exceed sales objectives assigned by Sales Director
- Promote, sell, and differentiate KEGT Products and Services (P&S)'s value proposition.

- Increase market awareness proactively (mostly Western Europe) and develop customer interest (LEAD) on Eurogentec's offering.
- Qualify and convert Leads to Prospects (intent to buy) and transfer them to internal project management/expert when required.
- Establish partnerships with valued customers and develop KEGT wallet share.
- Execute operational Marketing Action Plan and develop brand recognition and visibility.
- Ensure the quality and completion of customers' information stored in CRM system.
- Represent company to national and international conferences, exhibitions, trade shows and events...
- Gather market intelligence about competition moves and market needs evolutions.
- Directly reporting to the Life Sciences Sales Director.

#### **Your profile:**

- Scientific degree in Molecular Biology or equivalent, allowing to carry on technical project discussions with end-customers and internal stakeholders.
- Experienced in Business Development or strong commercial skills in the targeted market.
- Experience in sales prospection.
- Customer intimacy and hunting mindset.
- Demonstrated communication and negotiation skills.
- Problem solving attitude and solution oriented : you are devoted to partner with your customers and provide them solutions.
- Strong team and collaborative spirit : this role is tightly connected on one side with key technical contacts within the customer organization and on the other side with several technical stakeholders within Eurogentec

#### **We offer:**

- A motivating job with direct impact on company's development and results.
- An opportunity to work with a diversified, enthusiastic, and growing team.
- An attractive salary package and comprehensive benefits.

#### **Share this offer**

[Apply Now](#)

## Cross References and Citations:

1. Business Development Manager IVT EMEA Kazakhstanjobs Jobs Seraing Kazakhstanjobs ↗
2. Business Development Manager IVT EMEA Referralrecruits Jobs Seraing Referralrecruits ↗
3. Business Development Manager IVT EMEA Denmarkjobs Jobs Seraing Denmarkjobs ↗
4. Business Development Manager IVT EMEA Airconditioningjobs Jobs Seraing Airconditioningjobs ↗
5. Business Development Manager IVT EMEA Managerjobsnearme Jobs Seraing Managerjobsnearme ↗
6. Business Development Manager IVT EMEA Findfreelancerjobs Jobs Seraing Findfreelancerjobs ↗
7. Business Development Manager IVT EMEA Madridjobs Jobs Seraing Madridjobs ↗
8. Business Development Manager IVT EMEA Canadianjobscentral Jobs Seraing Canadianjobscentral ↗
9. Business Development Manager IVT EMEA Searchaustralianjobs Jobs Seraing Searchaustralianjobs ↗
10. Business Development Manager IVT EMEA Oslojobs Jobs Seraing Oslojobs ↗
11. Business Development Manager IVT EMEA Findlocaljobs Jobs Seraing Findlocaljobs ↗
12. Business Development Manager IVT EMEA Nzjobscentral Jobs Seraing Nzjobscentral ↗
13. Business Development Manager IVT EMEA Webdeveloperjobs Jobs Seraing Webdeveloperjobs ↗
14. Business Development Manager IVT EMEA Consultantjobs Jobs Seraing Consultantjobs ↗
15. Business Development Manager IVT EMEA Pathologistsjobs Jobs Seraing Pathologistsjobs ↗
16. Business Development Manager IVT EMEA Christmasjobs Jobs Seraing Christmasjobs ↗
17. Business Development Manager IVT EMEA Turkeyjobs Jobs Seraing Turkeyjobs ↗
18. Business Development Manager IVT EMEA Openairmedia Jobs Seraing Openairmedia ↗
19. Business development manager ivt emea Jobs Seraing ↗

20. **AMP Version of Business development manager ivt emea** ↗
21. **Business development manager ivt emea Seraing Jobs** ↗
22. **Business development manager ivt emea Jobs Seraing** ↗
23. **Business development manager ivt emea Job Search** ↗
24. **Business development manager ivt emea Search** ↗
25. **Business development manager ivt emea Find Jobs** ↗

Source: <https://be.expertini.com/jobs/job/business-development-manager-ivt-emea-seraing-eurogentec-57a7910027/>

Generated on: 2024-05-03 by Expertini.Com