

# Business developer

Sales position

**Do you have experience in selling B2B services within the life sciences?**

*In this job, you will:*

- Engage with customers and present our services, remotely and in-person
- Craft study designs and guide our clients, from research question to project initiation
- Set up and manage a sales pipeline
- Grow your understanding of microbiology and advanced analytics
- Work with like-minded people, balancing hard work and enjoyment

*Does this speak to you? If so, send us your CV, tell us why you think there is a fit, and let us talk.*

Cryptobiotix was founded in 2021 with the aim of challenging the status quo, both in technology and in the way we do business. As a **preclinical CRO**, we provide laboratory services to companies that develop **novel treatments to improve human & animal health**, by targeting the **gastrointestinal tract** and **particularly the gut microbiome**. Our proprietary **SIFR® technology**, developed and validated in 2021, has multiple **unique features** relating to both **throughput** and **biorelevance**. As a business, we value **strong, trustworthy relations** with our stakeholders. **Transparency and authenticity** are at the core of our involvement in our employees' well-being and career path, in our customers' research programs and questions, and in our suppliers' market approach.

## Position summary

We are looking for a **business developer** to strengthen our business development team. Your key responsibility will be to expertly **prepare new study designs** for our clients, and guide them from early discussions to closure. Your experience and desire to learn make you able to **identify key values** and **come up with optimal solutions** for the research needs of our customers.

We are looking for a person with **2 – 5 years of demonstrated BD experience** to support our BD efforts with a high level of **autonomy**. You will report to the Business Development manager and will collaborate closely with our Lead Scientist and CEO.

We are open-minded and we value each other's inputs to tackle various challenges in synergistic ways. We also want to **support you in your career path** and understand how we can have you on board for the long run. As a start-up, and we approach this **individually** for each employee.

## Experience and education requirements

- **Bachelor or Master of Science** in nutrition, biological or chemical sciences in relevant fields
- **2-5 years of industry business development experience in a life sciences**
  - o Experience in B2B service sales is a plus
  - o Experience in the microbiome is a plus
  - o Interested & skilled in marketing/communications
- Ability to identify and address the needs of stakeholders of different levels and scientific know-how
- Excellent social skills and listening capacities, capability to grasp key points from conversations and leverage those
- Willingness to travel 15 – 30% of the time
- Ability to work autonomously and in teams, successful in time management
- Possibility for remote & hybrid work
  - o Living within 1.5h from Ghent is a plus
- **English** proficiency, Dutch is a plus
- Additional preference:
  - o Experience working in an international and multi-cultural environment
  - o Experience working in the microbiome field

## Package

We offer a **competitive package**, matching your fit for the position and experience.

Additional benefits include meal vouchers, premium insurance package, phone contract.

Position available from summer 2024 onwards.