

Business Developer

Do you get energy from talking with scientists and solving their research questions?

Can you translate complex science into compelling research opportunities?

Are you fascinated by the microbiome?

Are you eager to learn how to grow business in a specialised scientific market?

Do you want to be part of a team that bridges science and market impact?

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-based 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**, 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.

1. Position summary

We are looking for a **business developer** with a background in the life sciences and eagerness to learn how to connect science with business.

Key aspects of the job will involve connecting with our clients and prepare business opportunities with our **SIFR® technology** for food tech and biotech companies in the microbiome space.

Your **key responsibilities** will be to:

- **Navigate the business development process**, including presentation of our services and understanding the needs of our customers
- **Actively prospect new customers** in the microbiome space
- **Attend and prepare** conferences and other events

You will report to our Director of Business Development, and will closely collaborate with the rest of the business development team.

Your work will require a lot of autonomy, but you can count on the support of our team. 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. We are a start-up, and we approach this **individually** for each employee.



Your job will be mainly at Cryptobiotix, with the team, but will allow for partial remote work up to 2 days per week.

2. Experience, skills and education requirements

Experience

- **Background in life sciences, minimum bachelor's degree**
 - o Master is a plus
- **English** mastery
 - o Dutch proficiency is a plus

Personality

- Easily **connect** with colleagues and customers
- Ability to **prioritise** and **work efficiently** to meet planned **objectives**
- Quality-oriented mindset with strong **attention to detail**
- Excellent **team worker** who is not afraid to take on challenges

Additional preferences:

- Some prior experience in **sales**
- Knowledge of **gut microbiome**
- Prior **industry experience**
- Experience working in an international and multi-cultural environment

3. Package

We offer a **competitive package**, matching your fit for the position and experience. Additional benefits include meal vouchers, premium insurance package, phone contract. Starting date to be agreed on.

The yearly gross salary range for this position is 42 - 49 k€, based on degree and experience.

For this role, there will be a non-recurring, performance-related bonus.

4. Contact us

Reach out to us at jobs@cryptobiotix.com with your CV, and how you see the fit with Cryptobiotix and the position.