

January 25, 2011

Spinovation Analytical: Career opportunity

Spinovation Analytical BV is a Contract Research Organization, specialized in the delivery of NMR-based analytical services to the Life Science sector (Pharma, Food/Nutraceutical, Agro and Diagnostics). We focus on providing our clients with high-content information and knowledge to support and strengthen their Research, Development and Quality Analysis activities. We are in business since 2004, active in high-value niche markets and established ourselves as a leading party in the global market of NMR-based analytical services. Our client base comprises small and large companies, and includes for instance world Top 10 Biotech, world Top 10 Pharma, world Top 10 Dairy and world Top 10 Food Cooperative.

For the further growth of our business and the launch of new services for the Pharma and Biotech sector, we are looking for an enthusiastic, motivated and experienced individual interested to participate in further growing the business with us.

Business Developer (MSc)

Primary responsibilities

- Sales-oriented business development activities: Attracting new customers and further penetrating existing markets ; Generating leads for possible sales/deals on own initiative following defined strategy ; Follow-up sales activity internally and with clients ;
- Identify and develop new market opportunities and provide guidance to internal application development process to improve or develop new services or products ;
- Co-develop the Spinovation business development strategy and planning ;
- Meetings with and presentations for clients in Europe.

Profile

- Customer focused, acting with high Integrity and putting commitment to customers first.
- 3-5 years sales experience in the Life Sciences industry (Biotech industry preferred).
- Proven and successful track-record in deal making including larger multiyear service agreements.
- Warm and enthusiastic with excellent negotiation skills. Understands our market position and is eager to find or generate new opportunities.
- Can work under time-pressure and can meet deadlines.
- Creative, he/she sees ahead (vision) and likes to propose new ideas that would make the business grow.
- Excellent communication and presentation skills.
- Manages time efficiently between office and visits (estimated time 40-60% travelling).
- Minimum: MSc 's degree in Life Sciences is essential. A business degree is a plus.
- Fluent in English and Dutch is essential.

Our offer

A challenging position in a high-tech and dynamic environment. The function comes with responsibility and accountability. The incumbent will have the opportunity to grow with the organization.

The position is full time, 40 hour/week (1650 hour/year). Salary will be commensurate with qualifications and experience, and includes a pension plan and 8% holiday allowance. A performance and milestone based bonus system will be put in place.

For further information and application

Please contact Dr. Frederic Girard (CEO) : Phone: +31(0)24-240-3400, Mobile / +31(0)6-429-22240 / email: F.Girard@spinovation-analytical.com / skype: fc.girard / linked-in: <http://nl.linkedin.com/in/fredericgirard/> / internet: www.spinovation-analytical.com / Address: Toernooiveld 1, Mercator III, 6525ED Nijmegen, The Netherlands,