

# Business Development Manager ? Life Sciences

## Société

Alcimed SPRL

## Description

Alcimed is looking for an ambitious Business Development Manager in order to develop our Life Sciences activities in the Benelux (Johnson & Johnson, GSK Vaccines, Philips Healthcare, Danone Nutricia,...).

- You will set up and execute a business & marketing plan to approach new prospects;
- You will meet and negotiate with top decision-makers and identify their issues and needs;
- You will establish long-term business relationships with them in order to develop your client portfolio;
- You will define, along with our Project Managers the appropriate methodologies and elaborate commercial proposals to best answer our client's needs;
- You will be at the interface between your clients and ALCIMED's team of consultants who will execute the projects;
- You are an entrepreneur eager to create your own Business Unit.

## Votre profil

- You hold a Master's degree or PhD in Medical/ Biomedical Sciences, Engineering or Business
- You are passionate about Life Sciences, Sales and Innovation
- You are fluent in French & English or Dutch & English
- Requested qualities: great interpersonal skills – strong commercial awareness – results oriented – business mindset – taste for challenges – entrepreneurship – tenacity – ambition

## Notre offre

Position type: permanent, full time

Starting date: ASAP

## Coordonnées

Gerber Chloé

55 Avenue de la Toison d'Or

1060

Bruxelles

Belgique

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*Toutes les offres sont disponibles sur [www.jobinge.be](http://www.jobinge.be)*

*Fin de la validité de l'offre: 7-4-2017*

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