



Experienced Business Development Manager

VitriCell S.A. is seeking for an experienced Business Development Manager (BDM) to define its commercial and marketing strategies as well as to support the development of the company across Europe.

VitriCell is a Spin-Off company incorporated in June 2017 and based in Belgium.

VitriCell conceives, develops and commercializes innovative products for embryo and cell cryopreservation.

In a first stage, the BDM will be in charge of developing the strategy portfolio for Europe, focusing on a 3-year vision. Special care will be taken to new technology implementation that could feed new product development according to business objectives. The BDM should lead the process of valorization of R&D discoveries through business justifications.

Key responsibilities:

- Market identification and valorization
- Proposal of a pertinent business strategy
- Contribution to business plan updating and development of profitable sales accordingly
- Development and execution of business strategies across Europe with particular focus on core countries
- Distributors identification, development and managing of distribution deals— including diligence and negotiation processes
- Assessment and pursuing of new and unexpected business opportunities
- Translation of unmet customer and market needs to identify potential new and unplanned business opportunities
- Development of winning go-to-market strategies
- Development and managing of relationships with potential collaborators
- Establishing and feeding good relationships with the key customers
- Identification of specific needs that are worth to be addressed through product adaptation or development



Required qualifications:

- A Master's degree or PhD in business, engineering or science
- A minimum of 10 years of relevant experience, preferably in a life sciences, pharmaceutical or biotech company, with a profitable record in early market introduction of a new product
- A demonstrated ability to identify and develop new market and business opportunities
- A demonstrated ability to develop and manage strategic relationships to reach business objectives
- Board level communication, collaboration, project management and organizational skills
- Excellent writing and presentations skills.
- Fluency in English and French (mastering a third European language is a premium)
- Good interpersonal qualities with emphasis on leadership and relationship development

We are offering you the opportunity to participate to the promising VitriCell's development from the beginning on, potentially becoming a key actor thereof, with an attractive salary package.

If interested, please send your application (CV and cover letter) to hr@vitricell.com