

Business Development Manager

Home office, USA 100% or part time (f/m/e)

JobID – BD_2001

ZYMVOL® is a biotech company specialized in the design, development and application of molecular modeling software in the discovery and development of new industrial enzymes.

We are looking for an experienced **Business Development Manager** for our US business reporting directly to the Head of Business Development.

What you can expect working at ZYMVOL®:

Environment – We are a small but very motivated team. You'll be working in a fast-growing company with great potential to advance personally and professionally.

Attractive economic conditions – Compensation will depend on previous experience but competitive conditions are available.

Equal opportunity employer – All aspects of employment including the decision to hire, promote, discipline, or discharge, will be based on merit, competence, performance, and business needs.

Required Qualifications:

- Minimum BSc degree in Life Sciences with 3+ years of business development experience in the Life Science Industry
- Established network within the Life Science Industry primarily pharmaceutical and chemical industry
- Excellent communicator with experience in delivering presentations to Senior Executives
- Experience with outlining, structuring, and delivering different types of deals including service, license agreements
- Solid understanding of the concept of biocatalysis in the Life Science industry
- Professional oral and written communication skills in English (any additional language is an asset)

Role and Responsibilities:

- Responsible for generating new business from new customers
- Effectively communicate Zymvol's value propositions through customer contact including frequent direct customer visits, e-mail communications, phone conversations, face-to-face meetings, and customer tailored presentations
- Maintain strong technical knowledge to enable meaningful conversations with prospective customers
- Demonstrate strategic business awareness of the market and customers in order to differentiate Zymvol from the competition

- Build trust-based relationships throughout target accounts from technical personnel to the executive level
- Develop, nurture and maintain a strong network in the biocatalysis market from which to drive future opportunities. Close collaboration with commercial department to support tradeshow, roadshows and conferences
- Work closely with the business development team on assessing opportunities and developing a tailored proposal and value proposition to client, structuring deals, leading the negotiation process and closing deals

Application

To apply for this position, please send your CV along with a cover letter to careers@zymvol.com. Please include the **BD_2001** in the subject.