

Business Developer

Barcelona, Spain (Full-time)

JobID – **BD2023**

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 a dynamic and motivated individual for a position as **business developer** reporting directly to the Chief Business Officer.

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. Medical insurance is included.

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.

Responsibilities:

Reporting to the Chief Business Officer, you will be responsible for developing and driving business development & sales activities for ZYMVOL across Europe and the United States. Main responsibilities include but not limited to:

- Responsible for business growth and acquisition of new accounts and opportunities.
- Achieve sales and revenue growth as set out in the annual sales plan.
- Develop and implement business strategies and account management.

- Recognize market trends and gain competitive intelligence.
- Prepare and deliver presentations in response to client needs.
- Prepare proposals.
- Represent ZYMVOL at professional meetings, conferences, seminars and related networking events to identify new business opportunities.
- Responsible for maintenance and update of the CRM database.
- Expected travel associated with the position is approximately 20% of the time and may change with industry/business demands.

Required Qualifications:

- PhD or MSc in biochemical sciences or related fields.
- 1+ years business development & commercial strategy preferred.
- Independent, entrepreneurial, self-motivated, able to identify and develop new business prospects from multiple sources.
- Strong negotiation skills and excellent networker across all levels of biopharma organization.
- Ability to manage multiple tasks and initiatives with ever-increasing responsibility and sustained growth.
- Highly effective at overcoming obstacles and/or objections; Experience influencing and connecting multiple decision makers and stakeholders.
- Languages: Fluent in English (verbal & writing), additional languages a plus.
- Applicants must be eligible to live and work in Spain.

Application

To apply for this position, please send your CV along with a cover letter to careers@zymvol.com until February 28th 2023. Please include the **JOBID BD_2023** in the subject.