

Sales Analyst

Barcelona, Spain (Full-time)

JobID – SA2023

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 **sales analyst** 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 to assist the company's business development activities by assuming responsibilities in scientific and market research, financial evaluation and opportunity analysis. This role supports the selection of the company's services pipeline, a critical element for the company's growth strategy. Other responsibilities include but are not limited to:

- Assist with the assessment of new business opportunities, including: review of scientific data/literature; review of current market dynamics and future trends; and qualitative and quantitative market research.
- Recognize market trends and gain competitive intelligence.

- Complete reviews of different industries with the goal to provide actionable recommendations on possible new business opportunities.
- Take initiatives to identify new approaches to increase productivity.
- Understanding the sales process from prospecting to post close follow-up.
- Ability to work independently and in a dynamic team environment with a customer service focus.
- Entrepreneurial and self-motivated, able to identify and develop new business prospects from multiple sources.
- Knowledge of CRM database.

Required Qualifications:

- PhD or MSc in a scientific and/or business discipline.
- 1+ years of experience in strategy, business analysis, industry research, management consulting, or advising organizations in the Life Sciences sector.
- Analytical and research skills with high-level attention to detail.
- Ability to problem-solve and accurately identify important data required for robust services analysis.
- Ability to work through large amounts of information to determine the need to know versus the nice to know information.
- Experience with market research and data analysis.
- Strong interpersonal skills, and ability to interact effectively with people at all organizational levels of the company.
- Excellent time management skills as well as the ability to prioritize among multiple projects.
- Strong English communication skills, both written and oral. Additional language is a plus.

- Strong experience of Microsoft Office Suite especially Excel and PowerPoint.
- Understanding of the biotech/pharmaceutical industry and/or chemical industry and/or food and agriculture industry.
- Strong organizational skills with ability to multitask in a fast-paced, deadline-driven environment with ever-increasing responsibility and sustained growth.
- 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 SA_2023** in the subject.