

# Business Development Manager USA

Based in USA

JobID – BD\_24001

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 Head of BD.

We are seeking a new team member as an employee but are also open for freelancers (full time or part time).

## **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. Permanent term contract after one-year trial.

**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 Head of BD, you will be responsible for developing and driving business development & sales activities for Zymvol across 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.
- 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 50% of the time and may change with industry/business demands.

**Required qualifications:**

- 3+ years business development in the life science industry.
- PhD or MSc in life sciences 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 the life science companies.
- 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 the USA.

**Application:**

To apply for this position, please send your CV along with a cover letter to [careers@zymvol.com](mailto:careers@zymvol.com). Please include the job ID BD\_24001 in the subject.