

Business Development Lead

JobID – BDL_2025

Based in Barcelona (Hybrid)

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 results-oriented individual for a position as Business Development Lead, reporting directly to the Sales Manager.

The position is based in Barcelona (ZYMVOL Headquarters), with a hybrid working model.

Working at ZYMVOL®

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

Attractive economic conditions – This is a permanent position. Compensation will depend on qualification but we offer competitive conditions. Medical insurance is included. As per Spanish labour law, the contract includes a 6-month probation period.

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

We're looking for a **Business Development Lead** with a proven track record in the life sciences, biotech, biopharma space. The ideal candidate is a proactive professional who can independently manage the full sales cycle—from opening new doors to negotiating complex

deals—while building enduring, trusted partnerships with clients. Main responsibilities include, but are not limited to:

- **Strategic Prospecting & Market Penetration**
 - Proactively identify and engage key decision-makers (R&D Directors, Process Chemistry Leads, Sourcing Heads) within target companies.
 - Execute targeted outreach strategies to generate a robust pipeline of qualified opportunities.
 - Provide feedback to the product and strategy teams on market trends and specific pain points of the industry.
- **Full-Cycle Sales Management**
 - Manage the entire sales process independently: from qualification and needs assessment to proposal presentation, negotiation, and closing.
 - Articulate the unique value of Zymvol's enzyme discovery and engineering platform, specifically addressing the customers' needs.
 - Lead complex commercial negotiations involving multiple stakeholders (R&D, Procurement, Legal), effectively managing and closing high-value deals.
- **Relationship Building & Customer Success**
 - Act as a dedicated partner to clients beyond the signature. Proactively manage the relationship during and after project delivery to ensure high satisfaction and trust.
 - Identify new needs within existing accounts to secure repeat business and drive account growth.
 - Develop relationships with new clients with the clear ambition to eventually manage and grow a dedicated portfolio of strategic accounts.

Required qualifications

- **3-5 years of relevant B2B sales experience**, preferably in biotech, pharma/generics, life sciences or API manufacturing.
- **Process Knowledge:** Understanding of the drug development lifecycle, particularly the process development and manufacturing phases.
- **Client-Centric Mindset:** A strong commitment to customer success and a history of building long-term, recurring relationships with clients.
- **Sales Acumen:** A proactive self-starter capable of generating new business opportunities while maintaining the discipline to manage a pipeline and close deals effectively.
- **Educational Background:** Bachelor's degree in a scientific field (Chemistry, Biochemistry, Pharmacy, or related).
- **Languages:** Fluent in English. Spanish or other languages are a huge plus.
- Applicants must be eligible to live and work in the EU.

Nice-to-Have

- Experience with biocatalysis or enzyme technology.
- Experience negotiating IP-related terms or service agreements.

Application

To apply for this position, please send your CV along with a cover letter to careers@zymvol.com.

Please include the job ID **BDL_2025** in the subject.