

MaSTherCell is a dynamic and global Contract Development and Manufacturing Organization (CDMO) on a mission to deliver optimized process industrialization capacities to cell therapy organizations, and speed up the arrival of their therapies onto the market. From technology selection to business modeling, through GMP manufacturing, process development, quality services, MaSTherCell's teams are fully committed to helping their clients fulfill their objective of providing sustainable and affordable therapies to their patients.

To lead its increasing number of development and manufacturing projects, MaSTherCell is looking for a highly motivated:

Business Developer

Responsibilities

- Develop a pipeline of opportunities and achieve annual sales targets together with the rest of the business team;
- Maintain an in-depth understanding of the Cell Therapy sector through regular customer-facing meetings and interactions;
- Develop and coordinate new business opportunities in the marketplace through frequent professional contact and relationships with existing and/or new clients, and determine and/or assist in the determination of client long-term need for development and manufacturing services;
- Represent MaSTherCell at conferences and professional organizations to expand brand recognition and promote business development activities;
- Participate in the preparation, negotiation, and finalization of contract documents with clients;
- Develop an internal network to gain an understanding of MaSTherCell's services and delivery capabilities;
- Collaborate with Marketing Communications to develop knowledgeable content for website, brochures, social media and establish a validated presence on the market;
- Identify potential markets and monitor the trends, which indicate the need for new or improved services. Continuously follow up competition to know MaSTherCell's positioning in terms of branding and pricing, and adapt if needed;
- Manage one or several client relationships on ongoing projects together with Project Manager, with a final goal of ensuring contract profitability with the support of Business Control;
- Prepare and present sales projections and forecasts every month;
- Take part in monthly invoicing to customer;
- International travel required.

Qualifications & Experience

- Bachelor's Degree or higher in Life Science.
- Successful sales experience in the biopharmaceutical Life Science market is a plus.
- Demonstrated ability to prospect and build existing client base through proven sales skills.
- Existing or ability to establish a network of contacts within the Cell Therapy industry.
- Ability to understand customer needs and objectives from financial, organizational, and technical perspectives, and develop solutions through collaboration with internal staff and teams that resonate with leadership and customers.
- Strong oral and written communication skills, presentation skills, interpersonal skills, and relationship-building skills.
- Fluent in reading and speaking English. French is a plus but not mandatory.

We offer

- Full-time position (40h/week)
 - An Indeterminate contract
 - The opportunity to take part in a growing dynamic biotech company
 - A human-sized working environment with a convivial atmosphere
-

Interested?

Please send your detailed CV and your application letter to Mrs Elodie Noël, HR Manager : job@masthercell.com