

Job Title: Business Development Manager Europe/USA (m/f/d)

Overview:

InVivo is a leading contract manufacturing organization (CMO) dedicated to the development and production of monoclonal antibodies and expression of recombinant proteins.

Based in Hennigsdorf, Germany, just outside Berlin, InVivo is an ISO certified company with over 20 years of experience in mammalian cell culture and protein production. As a trusted provider of cost-effective outsourcing solutions, InVivo has worked with a large number of satisfied clients. Companies of all sizes, including small university spin-offs, major research institutes, and biopharmaceutical companies, have taken advantage of our expertise as an independent contract manufacturer.

The successful candidate is expected to represent InVivo and the corresponding service portfolio in front of customers and potential new business partners. As InVivo has an extensive service portfolio and offers custom solutions to clients worldwide, the candidate should provide advice and guidance when planning new projects. Therefore, a deep scientific knowledge (molecular biology/cell culture) and analytical thinking abilities are required. Your tasks will include the following:

Tasks and responsibilities:

- Conduct detailed market analysis (market size, entry costs, competitors, etc.)
- Identify and develop strategic opportunities and business concepts to access new markets (focus Europe and North America)
- Build and maintain strong relationships with key opinion leaders and potential new customers
- Plan and perform customer visits on a regular basis

- Achieve sales revenue goals for the assigned territory
- Represent InVivo on national and international sales fairs, generate leads and acquire new customers
- Provide regular market and product feedback, to keep the entire InVivo team updated on current market developments or competitor activities and share customer feedback
- Support marketing team in the development of new sales tools as required
- Prepare reports on customer meetings; keep CRM up-to-date

Qualifications:

- Master level qualification or higher in a Life Science related discipline
- Experience in business to business sales and in the IVD industry is a plus
- Ability to establish a business network and maintain full market overview
- Excellent communication and negotiation skills
- Strong competencies to establish and maintain long-term business relationships with existing and potential customers
- Excellent time management and organizational skills

- A pro-active and ambitious professional who can operate independently as well as part of a team; with positive, optimistic and creative problem-solving attitude
- Willingness to travel (both domestic and international; Europe and North America)
- Excellent knowledge of the English language is required

We offer an exciting, team-oriented working environment within a flourishing biotechnology company, where you can develop and exploit your creative potential and grow in new challenges.

Please send us your complete application documents, stating your salary expectations and the earliest possible starting date to:

Dr. Susanne Wolfenstetter
Head of Sales and Customer Service
Email: s.wolfenstetter@bruker.com