

# JOB OFFER

## INTERNATIONAL BUSINESS DEVELOPMENT MANAGER

ETAP-Lab is a fast-growing and innovative R&D service company specializing in preclinical studies for pharmaceutical and biotechnology companies. There are three departments (Neurodegenerative Diseases, Stroke and Dermatology), each of which is under the leadership of a Head of Department. We are seeking to appoint an International Business Development Manager to develop our international client (and sponsor) portfolio.



### THE JOB

- Join a young team at a company providing **Neurology and Dermatology research services to an international clientele** (other strategic domains are also in the pipeline).
- Reporting to our CEO and working closely with him, you are responsible for developing sales and new client's acquisition. Your knowledge of CRO and the pharma market allows you to be insightful in identifying geographic areas of interest, primary targets, and business tactics. With strong management skills, you will lead and develop the commercial team who reports to you. You are also directly involved in sales process by identifying and contacting prospects, further negotiating and closing research contracts.
- You also have a significant contribution to make to the **development of our commercial strategy plan**.
- Engaging closely with our Heads of Department and Communication and Marketing Manager, you will analyse the market, identify emerging client needs and geographical areas of interest, and benchmark ETAP-Lab's offer against those of competitors. It will also be your job to identify key prescribers and opinion leaders.
- You will also be involved in planning, preparation, presence at and follow-up to international events (scientific seminars and conferences, international fairs, etc.), mainly in Europe and Northern America.
- Working hand-in-hand with our Communication and Marketing Manager, you will also be actively helping generate ideas as well as produce communication and marketing tools and documents.

**You are a member of the Steering Board** (which meets weekly)

### YOUR RESPONSIBILITIES

#### It will be your job to:

- Build the Business Development strategic plan, together with the CEO
- Identify and screen new international prospects alongside the sale force (1 sale development representative currently)
- Maintain ongoing contact with current sponsors and customers
- Establish relationships with pharmaceutical and biotech companies – both at the highest possible level and at the operational level – and nurture these connections in an atmosphere of mutual understanding and trust, over time
- Initiate communication with potential sponsors, inform managers of the client's needs, and arrange contact as soon as necessary (whether or not the Heads of Department need to be involved)
- Offer the relevant Heads of Department guidance and support throughout the scientific discussion phase, and take charge of the commercial negotiation right up to closing
- Track the resulting study's progress, together with both the Heads of Department and the client representatives

#### You will also be expected to:

- Share your experience and observations with our competitive intelligence team
- Make yourself very familiar with the various activities of our laboratories in Nancy and Caen (and with others planned for the near future)

- Know all about ongoing research projects, their potential results and their time to market
- Help our R&D team understand the client's future needs
- Be knowledgeable about regulatory changes in the various countries concerned, keeping us up-to-date with any potential effects, particularly in terms of animal experimentation
- See yourself as a permanent partner to the Communication and Marketing team
- Manage the sales team and actively participate in the recruitment process
- Organise commercial tasks and processes at company level
- One possible future scenario could lead to merging Com/Mktg/Pre-sale/International BusDev, under your leadership.

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## YOUR PROFILE

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- You have a proven record in sales/business development at a high level at the same type of company; experience in CRO as an International Business Development Manager would be a plus
- You are self-reliant, organised, curious, rigorous and tenacious – and you enjoy working in a team
- You have good management skills
- You are proficient in standard office tools and professional social media
- You are accustomed to CRM (we use Pipedrive)
- You are good with people and confident in customer relations; you know how to listen to customers
- You have excellent powers of persuasion and can formulate an argument that is both concise and impactful
- Your telephone manner is good, and you are fluent in both French and English
- You write well in both French and English (at a minimum)
- You enjoy performance and competition, and can demonstrate both determination and fighting spirit
- You welcome and appreciate opportunities for international business travel (Europe and Northern America)
- A dual competence or an initial experience in biology or health would be a plus

**Fluency in both French and English is a non-negotiable requirement**

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## PLACE OF WORK

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ETAP-Lab's head office is in Nancy (Eastern France) and although it will be necessary for you to visit both Nancy and our other lab in Caen (Western France), and with others in the pipeline, you could choose to be located elsewhere, as long as both communication (physical or remote) and international travel, come easy to you.

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## TYPE OF EMPLOYMENT CONTRACT

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Permanent contract (with probationary period)

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## SALARY

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Negotiable, depending on experience

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## PREFERRED EXPERIENCE

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We welcome applications from French, European and non-European candidates

Previous experience at a CRO and/or in the **pharmaceutical industrial sector** would be appreciated.

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## CONTACT

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Please send your resume and covering letter to: [recruitment@etap-lab.com](mailto:recruitment@etap-lab.com)