

# JOB OFFER

## SALES DEVELOPMENT REPRESENTATIVE

### PRE-SALES 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 SDR to build our international client 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 International Business Development Manager and working closely with him/her, your role is to **boost the B2B data base** by identifying, profiling and recruiting new client prospects.
- Following up on this initial phase, in collaboration with the Heads of Department, you will analyse the **potential client's needs** and **organise initial contact, set up appointments** and **monitor the progress of the negotiation phase**.
- As a **key player in competitive intelligence**, a major user of marketing tools and a frontline company representative, you are at the very heart of our commercial strategy.
- We are currently in the process of appointing an International Business Development Manager to build client (or sponsor) portfolios.

#### YOUR RESPONSIBILITIES

##### It will be your job to:

- Know the fundamentals of the various techniques developed by ETAP-Lab
- Identify and screen new international prospects
- Develop and manage the client/prospect portfolio, with a focus on

analysing and evaluating customer needs and expectations

- Secure face-to-face appointments, and supply both Heads of Departments and the International Business Development Manager with the key parameters they need
- Prepare thoroughly for any sales meetings in which you participate
- Generate and follow up leads
- You will also be expected to:
  - Rely mainly on digital tools via phone, videoconferencing and online (occasional travel to trade shows is a possibility)
  - Discuss your work with the International Business Development Manager and Heads of Department, and contribute your own ideas
- Participate in competitive and market intelligence

#### YOUR PROFILE

- You have **previous experience in sales/business development** (ideally SDR or BDR), and are well versed in sales techniques
- You are keen to learn about the techniques we have developed at our 2 (soon to be 3) labs
- You are self-reliant, organised, curious, rigorous and tenacious – and you enjoy working in a team
- 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 are capable of formulating 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
- You enjoy performance and competition and can demonstrate both determination and fighting spirit
- 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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The Nancy region (North-Eastern France)

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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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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)