

Senior Business Developer

HealthToMarket (H2M) is a brand new spin-off of Inovigate and QbD. We will help start-ups, scale-ups, and new business companies to build a **commercial strategy** and to support the creation of their business development team.

That's why, today, we are looking for a group of **strong business development profiles** (freelance) with a solid knowledge of the life sciences landscape. They will actively support the clients with the **implementation of the commercial strategy**.

Job description

- You will take on the **business development** of our customers on a project basis. You will find the first customers for our clients and start the product/service firmly on the market.
- You will work side-by-side with the customer sales team and share your knowledge with them so that - when you leave - they have a **well-functioning sales department**.
- You use **innovative market strategies** to win over the first new customers.
- You help **optimise the offer** and thus maximise the response to customer demand.
- You will initiate the **negotiation of the partnership contract**.

Studies, experience and skills



You hold a degree in bioengineering, biomedical sciences or another **master's degree in science**



You have **knowledge** and/or a **network** within the **medical device market** that you can rely on and **at least 5 years' experience** in new sales/ business development within life science



You speak English, Dutch and/or French fluently
You like to **share your knowledge** with others and you can easily lead a team



You have an **entrepreneurial mindset**, you are a **real salesperson** and you easily anticipate the needs of future customers