

Job opportunity

Business Development Manager (Benelux)



Job description

We offer a job as a **Business Development Manager (Benelux)**, in which you will:

- Ensure prospection with the defined targets in order to develop the client portfolio.
- Prepare and ensure prospect meetings and their follow-up.
- Prepare and participate in Bid Defense requested by prospects.
- Develop and maintain a robust deal pipeline
- Contribute actively to the promotion of the company and represent the company at relevant events
- Increase visibility of Zwiers Regulatory Consultancy and PLG services and support development of marketing materials.
- Prepare responses to RFPs in collaboration with solution office.
- Support the preparation of business proposals in line with the company's service catalogue price grid.
- Ensure the follow-up and ad hoc reminders for ongoing opportunities.
- Develop and implement a Business Development Plan.
- Achieve sales targets and provide the sales department's CRM with exhaustive and continuous information.
- Periodically monitor performance indicators and present them to management.
- Participate in the drafting of the quality provisions governing his/her activity.
- Participate in the definition, implementation and execution of the company's strategy and ensure maintenance and reporting of it.
- Identify the tools necessary for the commercial activity and contribute to their implementation
- Monitor and analyze the competition

Profile

You have:

- A Master degree/business school and ideally a scientific background and high interest in life sciences
- 5-10 yrs experience in life science business development, preferably in regulatory and compliance
- excellent oral and written communication skills in Dutch and English (French is a plus).
- the ability to challenge always with team player attitude and being solution oriented and goal focused
- a creative, proactive, strategic and innovative mindset
- a high degree of self-organization, tenacity, resilience and perseverance
- the skills for prospecting, business opportunity qualification, identification and understanding of customer needs, negotiation, persuasion, closing, public speaking, market and cross-selling know how

Offer

Salary will depend on education, knowledge and experience

Contact

For further information you can contact Alex Zwiers, CEO, at tel. +31 (0) 610489150.

We look forward to your application. You can apply via email: info@az-regulatory.com.