

Partnership Business Developer (M/F)

As part of our growing business, we are looking for a **skilled and experienced Partnership Business Developer** on a **permanent contract**, who will play a **pivotal role in identifying new business opportunities, fostering industrial partnerships, and driving our international growth.**

This position is ideal for someone with a sales hunter profile, who is highly motivated, passionate about innovative technologies in healthcare and able to thrive in a fast-paced, rapidly evolving environment.

The position is a **home-based job located in Europe**, with easy international travel options.

Missions:

Reporting to the Chief Partnership Officer, the Partnership Business Developer will be responsible for the following tasks:

- Identify and develop new partnership opportunities to boost company growth
- With the help of the team, negotiate with new partners to formalize alliances and relationships, in the form of a distribution or OEM contracts. The potential industrial partners are In-Vitro-Diagnostic vendors or LIS providers which operates either globally or locally
- Create and present business proposals tailored to our clients' needs and expectations
- Conduct market research, put in place effective business development strategies, and then organize the execution of the development plan you have established.
- Work closely with the Sales and Marketing teams to align strategies and drive results
- Attend industry events, conferences, and workshops to network and stay updated on market trends
- Set and achieve sales targets and KPIs

Profile required:

We are seeking a **highly motivated and experienced sales professional with at least 10 years of experience in an international environment in the IVD and/or LIS markets.**

The candidate will have expertise in developing and implementing successful **marketing and sales strategies** and a deep understanding of **CRM systems.**

Additionally, the candidate should possess **strong negotiation**, communication and interpersonal skills He/She **must be able to interact effectively with individuals at all levels**, from senior management to technical staff. Additionally, the candidate **should demonstrate initiative, rigor, autonomy, and a resilience to stress and adversity.** A **team-oriented and open-minded approach** is essential. The ideal candidate will be **motivated by challenges** and must have a **strong focus on achieving results.**

This position requires a **strong command of the English language** (C1 level at least) to effectively communicate with international clients and colleagues.

The advantages of working for BYG:

- Home-based job
- A competitive salary with performance-based bonuses
- Many growth opportunities in a rapidly evolving company
- A collaborative work environment

To apply, please send your application to: alexia.sinclair@byg4lab.com

Compensation:

- According to Profile and experience.

Why the BYG4lab Group?

BYG is a **world-renowned** group with over 120 employees, specializing in **high value-added middleware solutions.** Our field is human health, and our area of expertise is medical biology laboratories. Join a human-sized company with a **real technological dynamism.**