

Business Development Manager B2B Life Science Markets (h/f)

The **Floridienne Group** is a leading publicly traded Belgian company which is active in niche markets. The group now comprises 50 companies. The **Life Sciences Division** comprises the activities of the **Enzybel** and **Sotecna** group. These companies specialize in the **extraction and purification of natural molecules with high added value**. This division is growing strongly and continues to expand globally. To ensure the success of the organization, our key value drivers are cooperation, reliability, well-being, performance and flexibility.

In order to support the growth strategy of the **Life Sciences** division, we are looking for a (m/f/x): **Business Development Manager - B2B Life Science Markets**.

Responsibilities

As a Business Development Manager, you will actively contribute to the growth strategy of the Life Sciences Division. You will identify future needs and new applications in the pharmaceutical/biotechnology, food, nutraceutical and petfood sectors. At the same time, you will develop existing client portfolios to generate sustainable growth. You will be a member of the Management Team and report directly to the CEO of the Life Sciences Division.

Key Responsibilities And Duties

- ✓ Develop a long-term growth strategy focused on both profitability and customer satisfaction, in consultation with the CEO and management.
- ✓ Conduct market research, identify future trends and needs, and share information with teams to drive innovation.
- ✓ Integrate data into the growth strategy, participate in the development of the Business Plan.
- ✓ Build a global network of professionals, partners and industry players in the sector.
- ✓ Collaborate with the Sales Team on sales, contract negotiations, and lead generation.
- ✓ Advise R&D to develop new products in line with market trends.
- ✓ Monitor developments regulatory and create opportunities through lobbying.
- ✓ Develop the division through mergers, acquisitions and takeovers in collaboration with the CEO.
- ✓ Participate in the division's marketing strategy to refine its identity and positioning.
- ✓ Participate in international professional events: exhibitions, fairs, conferences, etc.

Profile

- ✓ You have a science-oriented master's degree, or equivalent through experience.
- ✓ You have at least 5 years of experience in a sales or business development role.
- ✓ You are familiar with the B2B market for enzymes in the pharmaceutical, nutraceutical or food industry.
- ✓ You demonstrate leadership and the ability to unite teams.
- ✓ You are analytical, proactive, customer and solution oriented,
- ✓ You have an entrepreneurial spirit and are a known influencer.
- ✓ You have developed strong commercial acumen and possess communication and negotiation skills.
- ✓ You are fluent in English and French. Knowledge of German is a real asset.
- ✓ You are willing to travel between different Belgian sites and internationally.

We Offer

- ✓ The opportunity to contribute to the growth strategy of a fast-growing group.
- ✓ Active participation in a more sustainable world and creating solutions in various sectors.
- ✓ A permanent contract with a salary package commensurate with your experience.

Interested?

Please send your resume and a short cover letter to <https://www.pahrtners.be/en/jobs/business-development-manager-b2b-life-sciences-markets-en/> or to

recruitment@pahrtners.be - www.pahrtners.be

Your application will be kept strictly confidential.