

# BUSINESS DEVELOPER

FLORIDIENNE GROUP - LIFE SCIENCES DIVISION

## ABOUT THE COMPANY

**Floridienne Life Sciences Division** specialize in the **extraction and purification of natural molecules**. This division is growing strongly and continues to expand **globally**. The Life Sciences Division uses **nature** to provide solutions for **agriculture**, products & technologies for the **food, feed, cosmetic** and **pharmaceutical markets**. It preserves the environment and biodiversity.

## PROFILE

- **Science-oriented** master's degree.
- A first **experience** in **sales, business development or market analysis**.
- Familiar with **B2B markets** for the **pharmaceutical, nutraceutical, feed, agro** or **food industry**.
- **Leadership** and **ability to unite teams**.
- **Analytical, proactive, customer and solution oriented**.
- **Entrepreneurial spirit**.
- Strong **commercial acumen and communication and negotiation skills**.

## RESPONSABILITIES

- You **identify** future **trends** and needs, and share information with teams to **drive innovation**.
- You identify issues, risks and benefits related **to existing and new products or applications**.
- You give input to R&D teams to **develop new products** in line with market trends.
- You collaborate with the Sales Teams, contract negotiation and lead generation.
- You participate in the division's **marketing strategy** to refine its identity and positioning.
- You integrate data into the growth strategy, participate in the development of the Business Plan.
- You **build a global network** of professionals, partners and industry players in the sector.
- You **evaluate market opportunities** for products and applications.

## OFFER

- 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.
- **Key position** to develop business opportunities.



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