

Business Developer

NETRI, an industrial start-up, offers healthcare industries the ability to generate mini human organs-on-chip which, coupled with AI treatments, enable the prediction of a drug candidate's clinical effect. NETRI offers its customers support throughout the development of their drug or product candidate, providing predictive answers on toxicity, efficacy and modes of action in the discovery, preclinical and clinical phases. Organs-on-chip devices enable the creation of healthy or pathological physiological models. Using its high-throughput microfluidic technologies, NETRI's models recreate human physiology in vitro by co-culturing cells, either primary or derived from human stem cells, compartmentalized and coupled with functional activity recording. NETRI today markets its NeuroFluididics™ organs-on-chip models and Services in pain, cosmetics and nutritional health applications.

Description

We are looking for a Business Developer to support the sales growth of our Company

Your missions

- Prospect and develop new targeted accounts with potential by positioning yourself as the client's main contact
- Identify and propose solutions for diversifying activities
- Develop existing accounts in your portfolio (world leading clients in the field)
- Organize your activity autonomously under KPI's policy
- Build commercial offers with the technical teams, present them and finalize the deals
- Monitor the progress of projects
- Ensure the necessary reporting to provide visibility on your activity
- Achieve the sales objectives set jointly with your Business Director
- Actively participate in actions enabling the structuring, development and profitability of activities

Profile sought

- Commercial or Scientific Master Degree
- A hunter mindset, results orientated and strong business acumen
- you have an experience of 5 years or more in a business development function. Experience in the field of Life Sciences that has allowed you to forge links with the health, cosmetics and pharma industries
- Ability to adapt very quickly to demanding environments
- Operational as well as analytical approach
- Leadership and communication
- Team spirit and solution-oriented approach
- Experience in direct BtB sales
- Mastery of the main IT tools at an advanced level and practice using a CRM (i.e.: Hubspot, Salesforce) and ERP (i.e. : ODOO, Sage) are essential.
- Ability to travel according to the needs of the activity (Events, Congress)
- Languages: French and English mandatory, a third language a plus

Are you agile, passionate, and daring? You like to work in a team and share your knowledge?

Do you want to join a dynamic industrial startup with an innovative project that makes sense?

You are surely the person we are looking for, join the NETRI adventure!

Send us your CV and cover letter to: jobs@netri.com