

BUSINESS DEVELOPMENT MANAGER

DEPARTMENT: BUSINESS DEVELOPMENT
LOCATION: LYON AND/OR STRASBOURG -FRANCE
MANAGER: BUSINESS DEVELOPMENT DIRECTOR

POSITION OVERVIEW

The BDM position proactively manages a targeted prospecting activity to win good fit new clients meeting ABL's business objectives, in addition to supporting existing client projects acting as a key account manager. ABL's Europe's manufacturing sites are based in Strasbourg & Lyon. This position is located on our manufacturing site in Lyon. Regular travel to coordinate on-site client meetings in Strasbourg & business activities can be supported, with occasional travel to conferences and events located globally.

KEY MISSIONS AND RESPONSABILITIES

- Maintain strategic business activities for prospective and existing clients, in order to deliver signed business that contributes to meeting pre-defined revenue targets of the company over specified near and longer-term periods
- Identify, target & qualify potential new business opportunities that provide a good fit with ABL's CDMO business and corporate development objectives
- Contribute and be responsible for maintaining exemplary business practices that support all elements of the sales cycle; from initial prospecting, qualification, bidding process management, business / legal terms review and closure, project implementation and execution, customer feedback
- Manage all required inputs and actions to prepare, own and present ABL's technical and business proposals in a highly professional, risk appraised and competitive formal offer
- Support new and existing client projects, with a proactive mindset managing all business and higher-level risk items / issues
- Represent and provide business development support as a key account manager function in multidiscipline project teams, to the client and ABL colleagues
- Foster a positive & dynamic team working environment and lead by example, being able to think with and present the voice of the customer, to ensure that the internal response is balanced, constructive and appropriate, with the necessary measures and feedback controls. Be cognizant to elevate critical items to management and proactively mitigate any occasional areas of conflict that may arise
- Represent the company externally to promote ABL's services, objectives and value proposition, within the viral vector development and manufacturing sector, by attending industry events and contributing to ABL's commercial sales, marketing and branding strategy
- Perform other occasional duties in mutual alignment with colleagues and management

BUSINESS DEVELOPMENT MANAGER

DEPARTMENT: BUSINESS DEVELOPMENT
LOCATION: LYON AND/OR STRASBOURG -FRANCE
MANAGER: BUSINESS DEVELOPMENT DIRECTOR

PROFILE

- Proven track record in a GMP manufacturing industry
- An extensive experience in a commercial client facing role
- Minimum bachelor's degree in biochemistry, biology or any related life science subject
- Ability to lead and motivate
- Culturally aware with excellent communication skills