

Business Developer

NETRI is an industrial start-up developing innovative technologies for the pharmaceutical industry. In everything NETRI does, it believes in challenging the way we discover new treatments. NETRI uses neural activity at the network level to translate mode of action of any drugs. NETRI designs, manufactures and sells standardized neuro organoid-on-a-chip. Its patented organs-on-chip technologies allow the creation of standardized and predictive human *in vitro* models. This allows to anticipate the efficacy of an innovative treatment, to accelerate preclinical research phases, and to reposition compounds on new indications, while limiting animal testing. The use of human neural circuits coupled with multiple cell types opens the way to more personalized medicine as well as faster and more relevant diagnostics. Current application areas include neurological disorders, dermo-cosmetics and toxicology.

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