



ANAQUANT

SOLUTIONS FOR BIOANALYSIS

Business Development Executive – Biotech & Pharma – LYON – France

POSITION TYPE: CDD 8 months

JOB DESCRIPTION: Business Development Executive – Biotech & Pharma

ANAQUANT is a private Contract Research Organization (CRO) specialized in Biologics and Biomarkers analysis by Mass spectrometry. ANAQUANT provides high level services and innovative bioanalysis solutions for pharmaceutical and biotech companies.

ANAQUANT is seeking highly-motivated business developer to join its team.

MISSIONS:

As a Business Developer reporting directly to the CEO, you will play a strategic role in driving the company's growth by identifying new business opportunities, developing strong customer relationships, and promoting our advanced LC-MS analytical solutions for biotherapeutics development or characterization in the life sciences market. This position requires a proactive mindset, excellent interpersonal and organizational skills, and the ability to effectively engage with customers.

Your main responsibilities will include:

- Strengthening commercial activities across established geographic regions and developing a deeper market presence.
- Engaging directly with prospects, from initial contact to opportunity qualification, ensuring a high-quality customer experience.
- Managing marketing and communication tools, including content creation, coordinated campaigns, and brand visibility.
- Overseeing and maintaining the CRM, ensuring accurate tracking of leads, opportunities, and customer interactions.
- Contributing to Anaquant's market expansion by identifying and developing opportunities in new countries.
- Participating in team-related meetings and activities, supporting cross-functional collaboration and internal alignment.
- Collaborating with technical project managers to prepare high-quality commercial proposals tailored to customer needs.

EXPERIENCES/SKILLS REQUIRED:

- Education: Master's degree in Sales, Marketing, Business Development or equivalent.
- Industry knowledge: A basic understanding of the biotechnology or pharmaceutical sector is highly appreciated.
- Languages: Fluent in French and English; an additional European language is a strong advantage.
- Personal qualities: Rigorous, autonomous, proactive, and naturally positive in your approach.
- And most importantly: You know how to smile and bring a positive energy to every interaction!

If this sounds like you, don't hesitate and apply now. Please send your cover letter, CV and references to:

RH@anaquant.com

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