



Job Offer: Sales Manager

The company

Cynbiose is an expert Contract Research Organization located near Lyon, France. We specialize in Non-Human Primate models and we support tens of innovative therapies in multiple areas, ranging from cancer to CNS, infectious or inflammatory diseases. Our clients from the pharmaceutical and biotech industry love our know-how in conducting DMPK, toxicity and efficacy studies. To support its growth and international outreach and strengthen its commercial team, Cynbiose is recruiting its future Sales Manager.

Job description and main objectives

Reporting to the Chief Business Officer and based in the company's headquarters near Lyon, France, the successful candidate will:

- Prospect for new leads within the biopharmaceutical industry requiring NHP services, and support development of these leads into business opportunities utilizing company database, personal market research efforts, networking, industry resources, and personal network of industry contacts.
- Communicate complex technical concepts using a consultative selling approach.
- Support strategies to meet and exceed sales objectives and metric targets through new business/client development activities, expanding key accounts, and scientifically marketing our services to new clients.
- Support development of technical scope with clients and prepare technical and commercial proposals to efficiently respond to RFPs and other requests for study design and project pricing.
- Contribute with internal marketing, communication and technical teams to develop current CRM and new presentation materials.
- Ability to evaluate and utilize technical documents, proposals, presentations and historical company information to present company capabilities and experience to C-level interlocutors and scientific experts.
- Prepare and provide timely detailed reporting to the company's management team.
- Lead meetings and presentations with prospective clients and internal technical experts as needed to demonstrate company's expertise and capabilities, qualify leads.
- Be professional and engaging when representing the company to industry decision-makers during internal and external meetings.
- Maintain current knowledge of the relevant fields and competitive landscape.
- Attend scientific and business international conferences.

Skills & qualifications

- A successful business or sales experience is required with a Master or PhD level in biology.
- A proven track-record of relevant experience selling services to biopharmaceutical / biotechnology companies is required.
- An established network of contacts within the target client community is a plus.
- Ability to manage up to 25% travel, including meeting with clients and attending trade shows.
- Knowledge of the preclinical product development process and the concepts of GLP processes would be valuable.
- Must be a team player and able to interact with all echelons of company and client management.
- Excellent written and oral presentation skills with the ability to assess client needs and demonstrate how the company's services provide the best value in meeting those needs.
- Fluent in French and English.
- Excellent computer skills; strong knowledge of MS Office, Outlook and CRM tools.
- Employment is contingent upon favorable background & reference check.

Our proposal

- The unique opportunity to actively support the growth and success of a human size company, while contributing to advancing innovative treatments developed by our partners to fight life-threatening diseases.
- A dynamic team of committed colleagues who will help you fulfil your duties independently.
- An attractive and performance-based package with comprehensive benefits, job-specific conditions, and great prospects for development in our company.
- A management team who believes in respect and kindness.

Contract type: Permanent contract

Location: Sainte-Consorte (Lyon area), France

Salary: Based on qualification and experience

Benefits: Meal vouchers (Tickets-Restaurant), Profit-sharing plan (Intéressement)

Interested? Send us your application to the following address: recrutement@cynbiose.com with the reference SalesManCyn2026