



## Glycode

We provide our customers with our expertise in the field of protein glycosylation and we develop clones of microorganisms to produce humanized therapeutic yeast strains.

To support our development we wish to integrate an effective business development manager to our team, whose functions will be both operational and strategic.

**Job Title: Business Development Manager**

**Date: 15<sup>th</sup> November 2010**

### Job Description:

You are in charge of developing business with both pharmaceutical companies manufacturing biopharmaceuticals, and biotechnology companies in France and Europe. This position carries the following responsibilities :

- The promotion of a very innovative system with a proactive approach. Delivering a convincing and strong scientific message to highly qualified representatives: (Scientific Directors, Business Developers, Production managers).
- The development of a business strategy, identifying potential markets and partners.
- Running the different phases of License sales and R&D services (e.g. prospecting, identifying the needs, confidentiality agreements, supply, trade negotiations and contracts).
- Improving the structure of the commercial and communication procedures inside the company.
- Attached to the Chief Executive Officer, you will be working in collaboration with our scientific director through the presentation of technical supplies, and attend scientific conferences.
- Following our competitors' research progress and the industrial property environment news.

**Job Location:**

Lyon, France

**Company Industry:**

Biotechnology

**Job Role:**

Business developer

**Joining Date:**

From January 2010

**Employment Status:**

Full-time

**Employment Type:**

Chief Executive

**Monthly Salary Range:**

Specify your expected salary

**Manages Others:**

No

### Profile:

- With a high scientific training and strong business skills, you have a successful experience (5 to 10 years) in a position of international business developer in the health sector (drugs, diagnostics, medical devices), and ideally you have acquired a good knowledge of biopharmaceutical companies.

### Skills:

- You have a real ability in understanding the scientific and technical stakes and problematic of your contacts and provide them with a solution.
- Team spirit, charisma skills to represent the company, self-sufficient abilities to business development, and compatibility with an evolutionary and flexible business management, are assets to succeed in the position.

**Career Level:**

Executive/Director

**Years of Experience:**

5-10 years

**Degree:**

Ph.D. or equivalent degree

**Other:**

Fluent English and French

**Please Send Application with current remuneration details to :**

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