

# BD Technician

## Job offer



### AnaPath Research

AnaPath Research is a CRO located in Barcelona, with extensive experience in carrying out preclinical trials for pharmaceutical laboratories, the chemical industry and other research organizations. In our more than 30 years of activity we have worked with the main pharmaceutical industries being part of different multinationals (RCC, Harlan and Envigo). In November 2019, AnaPath Services acquired the company and re-founded it as AnaPath Research, thus undertaking together a new project of scientific quality and close contact with new and old sponsors.

With a multidisciplinary team of scientific experts, AnaPath Research covers most fields of preclinical pharmaceutical development and chemical and food safety.

### Department

Our Business Development Department drives the financial growth of the company by offering negotiation and closing contracts that include the full range of studies offered at AnaPath to support research and development. Besides being responsible for the whole sales process and account management activities, our DB representatives assist in the communication between study directors and clients, support and help operation and financial units execute projects within the established time and track the invoicing milestones of executed projects.

### Position

We are looking for a driven, results-focused business development professional with proven experience in the pre-clinical arena, able to open doors, close deals and manage clients.

You will be joining a dynamic and supportive team in which you will play a key role as we build up our growing pharmaceutical business.

### Responsibilities

The principal responsibilities include:

- Manage proposals and negotiate contracts for AnaPath Research services to pharmaceutical, biotechnology, medical device and animal health companies in assigned territories.
- Create account-specific action plans that maximize opportunities to AnaPath business.
- Remotely meet and occasionally visit target clients to promote the company and generate business opportunities. The job holder should have a clear and focused approach when preparing, planning and executing client meetings, and should recognize, and handle easily, obstacles to success.
- Represent AnaPath at regional, national and international trade shows and research events.
- Cultivate solid business relationships to generate new clients but also retain and enhance those of existing AnaPath clients.
- Cultivate alliances with new and existing partners to provide fully comprehensive R&D services.
- Develop strong collaborative relationships with peers, including scientific and sales support functions.
- Participate in sponsor visits to AnaPath Research, as required.
- Regularly update the CRM system to ensure that all records (contact details, visit/call notes etc.) are accurate and up to date.
- Support administrative and finance activities with ad hoc reporting that might be required
- Work closely with colleagues as required to ensure that responses and proposals are prepared to a high standard, in a timely fashion, and are followed up so as to maximize opportunities to win business.
- Compile and collect relevant business-related information on potential clients, market trends, competitors and potential new business opportunities.
- Advise and cooperate with corporate marketing activities in order to promote the company.

This is an important and strategic role within Contract Research Services, and the Business Development technician must demonstrate outstanding initiative and organization abilities. You must be a credible professional with a track record that shows you thrive in a competitive market environment and enjoy spending time with customers!

### Requirements

Grade in biology or scientific disciplines.

Previous experience as a Business Developer in the biotech or pharma industry.

Strong customer empathy and a service mindset.

Fluent in English/Spanish. Other European languages are a distinct advantage (French, German, Italian, etc.).

Excellent organizational, interpersonal and communication skills (written and verbal), together with cultural awareness and sensitivity.

Work permit for Spain

Driving license and personal vehicle

### Terms of employment

Indefinite contract

Full-time

Remote and onsite hybrid position

Competitive salary

### Contact

rrhh@anapathresearch.com