

Sequentia Biotech is a fast growing **bioinformatics startup** working in the field of omics sciences. **Sequentia** offers bioinformatics cloud softwares, custom softwares and bioinformatics consulting services for healthcare, pharma, agriculture, industry and environment. **Sequentia's** mission is to make bioinformatics more accessible for everyone and with this aim it has designed an extensive range of powerful yet user-friendly [tools](#) in Genomics, Epigenomics, Transcriptomics and Microbiomics. Based in Barcelona, with customers in more than 65 countries, we have completed over 500 bioinformatics projects in all omics fields and count with more than 1.500 cloud softwares users. We have been multi-awarded with european competitive grants and published over 60 papers in high impact factor journals.

We are looking for a passionate and experienced **Business Development Manager** who can handle a portfolio of current customers and partners, procure new ones and help our internal teams in the development of new products. She/He will interface mainly with companies in the health and the agronomic sector, research centers and hospitals.

Her/his main responsibilities will be:

- Continue to develop and implement a solid commercial strategy.
- Lead the lead generation and sales processes.
- Account management for customers in research and industry.
- Identify growth opportunities and customer needs.
- Perform market assessment and segment prioritization.
- Manage existing partnerships and create new collaborations.
- Interact and advise the marketing team.
- Feed the internal team with customer's feedbacks for the development of new products.

We are looking for:

- Proven experience or knowledge in one or more of the following fields: omics sciences, sequencing technologies, biotechnology, pharma, agrigenomics or healthcare.
- Business experience with the targeted markets and companies.
- Networking skills are well regarded.
- Established networks in the targeted markets.
- A high level of knowledge of English and Spanish is required.
- Knowledge of Italian or French is well evaluated.

- Skills in managing people and projects.
- Ability to manage complex projects with different stakeholders is also well regarded.
- Flexibility and initiative to fit comfortably in a startup environment.
- Maintain a high level of organization and coordinate many projects simultaneously.
- Excellent communication, presentation and interpersonal skills.

The remuneration provides for a base salary and bonus for the achievement of objectives and KPIs.

Sequentia is based in the center of sunny Barcelona, in the exciting 22@ district, only 500mt away from the sea. The Sequentia team is young, highly motivated and multicultural with a strong ambition for growth. The [offices](#) have large common areas, a bar and a ping pong table.

Send us your CV and motivation letter to careers@sequentiabiotech.com