



VACANCY

Business Developer

Cergentis is a genomics-focused biotechnology company and leading provider of genetic quality control solutions, based on its proprietary Targeted Locus Amplification (TLA) technology platform. With our widely published and recognized genetic analyses, we support all leading pharma companies and research institutes in the characterization and QC of their genetically engineered (animal) models, biopharmaceutical cell line development, and cell and gene therapy products.

By helping to de-risk R&D program decisions, minimizing time-to-clinic, providing objective genomic evidence to regulators, and supporting patient safety, we aim to support biopharmaceutical medicine programs worldwide.

To help expand our customer base, we are currently looking for a talented **Business Developer**.

RESPONSIBILITIES

- Customer acquisition to support both short- and long-term sales and revenue.
- Communicate our high-end genetic sequencing services to potential customers.
- Investigate customer's needs and assess how Cergentis can be of support.
- Work together with account- and project managers to determine project strategy.
- Prepare quotes, project proposals and legal documents for customers.
- Pro-actively maintain close ties with prospective customers, determined to close the deal.
- Represent Cergentis at conferences and customer visits globally; travel required (<50%).
- Maintenance of Customer Relationship Management (CRM) platform.

REQUIREMENTS

- Bachelor's degree in life sciences.
- Empathetic listener able to carefully assess customer needs.
- Ambition to apply and develop your commercial skills.
- Ability to communicate and influence change at senior level customer leadership and adapt your style of communication if necessary.
- Pro-active attitude and good organizational and time management skills.
- Team player.
- Fluent in English.
- EU citizen or work permit.

OFFER

Working at Cergentis means working in an international and exciting environment. We are a young and dynamic team of talented people from all over the world. Our company culture is best described as informal - where hard work and team spirit are considered very important.

You will be selling high-end genetic products and services, primarily in the field of cell and gene therapy, to leaders in pharmaceutical industry and academia world-wide. We offer an exciting and flexible 0.8-1FTE job in a vibrant, fast-growing company with an excellent remuneration and opportunities for further personal development.

INTERESTED?

Please send your application letter and CV to vacancies@cergentis.com attn. Dr. Martijn Kelder, or contact us via the same email address for more information.

Acquisition in response to this advertisement is not appreciated.