



Looking for a Junior Sales/Business Development Manager

Our company

ModiQuest Research is a biotechnology company specialized in the generation of human and animal antibodies. ModiQuest Research provides state of the art antibody generation and optimisation.

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Our services encompass antibody discovery, selection, optimization, and pilot scale production. ModiQuest Research works for large and small leading pharmaceutical and diagnostic companies. In addition, ModiQuest Research supports academic research programs.

Junior Sales Manager based in Nijmegen

In order to strengthen our sales team, we are looking for an enthusiastic, talented junior sales manager who has the ambition to develop his-/herself and can be of value to ModiQuest Research.

Tasks & Responsibilities

- Reports to, and works closely together with the Managing Director
- Responsible for proactively growing sales volume in worldwide target markets
- Acquisition of new projects and customers (and expanding sales to current accounts)
- Preparing and implementing sales plans
- Cold calling, preparing proposals, quotations and presentations
- Account management and cooperation with local clients and partners
- Close deals via phone and e-mail
- Signalling and responding to trends and market opportunities
- Performing market and client research
- Willing to travel, if required

Profile

- Bachelors degree in Commercial field, or in Life Sciences field, followed by commercial education
- Strong affiliation with life sciences, and in particular antibody field
- No extensive experience is required
- Very strong written and oral communication skills: fluency in Dutch and English, and preferably also German and Spanish.
- Key words for this position: result oriented, flexible, pioneer, and affinity with innovation and technology

We offer a unique full-time (38 hours) position based in Nijmegen. Next to a basic salary, a bonus structure might be applicable.

Interested?

If you recognize yourself in this profile and want to be part of ModiQuest Research, please send your motivation letter and resume before June 30th to the e-mail address below.

If you have any questions about this position, please contact Jos Raats, Managing Director, +31 24 36 14 253, jraats@modiquestresearch.com

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