

Account manager

Location: Belgium - France - Netherlands - Switzerland

Who are we?

At BioLizard, we "think data" and "speak biology", partnering with our clients to transform lives. Our expert team combines deep biological knowledge with proven expertise in AI, bioinformatics & software engineering to tackle complex data challenges in human and animal health. Through our AI-native Bio|Verse platform, we accelerate biomarker discovery and enable actionable insights for modern drug development. With a global presence, we deliver tailored solutions in data management, bioinformatics, and AI to drive your data-driven strategy to biotech, pharma and diagnostic companies. Let's shape the future of life sciences together—connect with BioLizard today!

As an **account manager** you contribute to the overall BioLizard sales process, by generating and developing leads at biotech, pharmaceutical companies and research institutions as well as on managing a number of accounts with the goal of building long-lasting collaborations and maintaining client satisfaction. To deliver on promises and follow through on services, you will work closely together with the Commercial Director (to whom you report to) and the rest of the commercial and the scientific team.

Keywords

Lead generation - account management - support and follow-up - client satisfaction - commercial excellence

Job responsibilities

You assist in **identifying and developing new leads**.

- You identify potential new leads through different channels including social media, news, databases, conferences, etc.
- You take on an ambassadorial role for BioLizard services and products, such as the Bio|Verse platform, and generate qualified leads.
- You attend conferences and fairs to generate new leads.
- You guarantee a qualitative follow-up on email/social media campaigns and you show active participation on (social media) discussion fora in order to increase BioLizard visibility, understanding competition, funding mechanisms, client needs and to establish new leads.

You assist in **developing and maintaining strong relationships** with existing clients and support the development of BioLizard's business operations and service offerings.

- You invest time in understanding the accounts' business and needs, and how BioLizard expertise can add value.
- You facilitate customized solutions, acting as a scientific consultant, in close cooperation with BioLizard's scientific team.
- You prepare proposals in close cooperation with the scientific team, according to the guidelines and staying within margin goals.
- You negotiate and close deals, as well as in maintaining regular contact with the account in order to provide qualitative after-sales service and follow-up.
- You assist in addressing complaints or conflicts and reporting them according to quality procedures.

- You interact and coordinate with colleagues working on the same account in order to have one voice towards the customer (project management / scientific staff / sales & marketing).

You provide general **support in sales management**, through accurate follow up on activities, maintaining up-to-date the CRM and other reporting documents.

Job requirements

- Master (or equivalent through experience) in bioinformatics, biochemistry, biotechnology, biomedical, bioengineering sciences or related field.
- At least 5 years experience in selling tech enabled services and selling highly scientific and technical portfolios in the life sciences environment, preferably in the field of genomics / transcriptomics / proteomics services and / or bioinformatics is an asset.
- Highly client focused and solution-oriented. Prefers a qualitative and sustainable solution and stays positive, even under stress.
- Good interpersonal and communication skills combined with the ability to make an impact.
- Eager to learn and self-critical in a positive way.
- Analytical and business oriented, respects deadlines and agreements and works punctual.
- Action oriented, strives to make a difference and adopts a flexible mindset.

Job offer

- A challenging and motivating work environment where like-minded people strive towards top-grade results in a continuously evolving research domain
- A role with a lot of clients facing contact, having a direct impact on client satisfaction and growth of the company
- Personal growth trajectory focusing on self-development and knowledge expansion
- An attractive salary package with additional benefits

Interested? Get in touch!

Please send your CV with a one-page motivation to jobs@lizard.bio.

Find out more information at www.lizard.bio.