



Business Development (Sales)

Location: remote U.S.-based

Who are we?

At BioLizard, we “think data” and “speak biology.” We partner with biotech, pharma, and diagnostics companies to tackle complex data challenges through our unique blend of biological insight, AI, bioinformatics, and software engineering. Our AI-native Bio|Verse™ platform enables faster biomarker discovery and accelerates drug development with actionable insights.

With a global footprint and strong roots in the European biotech ecosystem, BioLizard is rapidly expanding – and we’re looking for passionate professionals to join our journey.

About the Role

As a Business Development Director you’ll play a key role in driving our growth in the U.S. market. You will generate and nurture leads, manage strategic accounts, and develop long-term client relationships with biotech, pharma, and research organizations. You’ll act as both a sales partner and a scientific consultant, supported by our Commercial Director and scientific teams.

This is a high-impact role for someone who thrives in a consultative sales environment and is passionate about the future of precision medicine, omics, and data science.

Keywords

Lead generation - scientific consultancy - support and follow-up - client satisfaction - commercial excellence

Job responsibilities

- Proactively identify and develop new leads via online platforms, conferences, databases, and outreach.
- Represent BioLizard and promote our services and products, including the Bio|Verse platform, across U.S. biotech and pharma networks.
- Attend key U.S. industry events to generate visibility and leads.
- Understand client needs and propose tailored solutions in close collaboration with scientific experts.
- Prepare and negotiate proposals aligned with company goals and margin expectations.
- Maintain strong client relationships and ensure high levels of client satisfaction.
- Support after-sales communication and issue resolution as needed.
- Keep the CRM and sales documentation updated and contribute to internal sales reporting.

Job requirements

- Master's degree (or equivalent experience) in bioinformatics, biotechnology, biomedical sciences, or a related field.
- 5+ years of experience selling scientific or tech-enabled services in the life sciences sector.
- Proven experience with genomics, transcriptomics, or proteomics services is a plus.
- Strong consultative sales and relationship-building skills.
- Motivated by solutions, quality, and long-term impact.
- Self-starter with strong communication and organizational abilities.

Job offer

- A collaborative, purpose-driven team passionate about innovation in life sciences.
- Opportunity to shape our U.S. presence and directly impact company growth.
- Support for professional development and learning.
- Competitive compensation and benefits package.

Interested? Let's talk!

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

Find out more information at www.lizard.bio.