

Account manager in bioinformatics consulting

The organization

BioLizard is a growing start-up company providing bioinformatics solutions for our clients in biotech, pharma, diagnostics and research area. The research field is rapidly becoming more data-driven, where we strive towards offering state-of-the-art bioinformatics, statistics, and machine learning solutions to help solve our customers' biological questions. Our habitat is the stretch of land where both biologists, informaticians and statisticians, both experts and juniors, both academics and company employees reside. BioLizard is located in Ghent, Belgium, Amsterdam, the Netherlands, Basel, Switzerland and the US.

The role

We are currently looking for an **account manager with a strong business-mind set, project management skills and biomedical background** to help to outline our business strategies and to support the team in the daily account and project management. Working together with the bioinformatics experts within the company, this role stands at the forefront of finding, identifying and engaging with our clients, generate proposals, and close the deal. This role reports to the Director of business development and requires frequent travels which include customer visits, participation in exhibitions and conferences, organization of seminars and on-site presentation. The position is a home-based location with an international airport within easy access and visits regularly our headquarters located in Gent, Belgium.

Key responsibilities

- Reports to the Director of business development
- Generating new business through identification and contact of/with new customers
- Negotiation with new collaborations with customers and closing the deals
- Follow-up on running projects in consultation with both our bioinformatics experts and our customers
- Lead acquisition activities including sponsorship, exhibition, customer visits, seminars, conferences, and so on.
- Generation of marketing materials both online media such as web page or social media and printed materials
- Be project manager for ongoing bigger projects

Personal skills

- Creative and analytical. Sees through complex commercial situations and asks probing questions
- Impactful, convincing, persuasive and negotiate the best deals
- A team player, flexible, readily accepting changes and receptive to feedback from others
- Likely to take an optimistic view but maintains realistic
- Fluency in English is a must. Additional languages would be considered a plus
- Excellent communication skills and able to communicate with people of all levels
- Able to focus on long-term relationships with stakeholders
- Driven to achieve outstanding results, eye for market opportunities and perseveres through difficult challenges
- Ability to manage multiple tasks and meet deadlines

Job requirement

- Master's degree, ideally in a technical or business-related discipline
- At least 2+ years' experience in the biotech industry in the role of sales/business development
- Application knowledge within genomics, sequencing and bioinformatics industry
- Experiences in developing commercial strategies
- Affinity with the start-up atmosphere
- Willingness to travel up to 30% of times

What we offer

- A challenging and motivating work environment where like-minded people strive towards top-grade results in a continuously evolving research domain
- A personal growth trajectory focusing on self-development and gathering knowledge
- The opportunity to have a direct impact on the growth and success of these start-up companies
- An attractive salary package with additional benefits based on experience

Your first line involvement will be challenging and critical to warrant a successful expansion of the company. If you are looking for both an opportunity and an adventure, we warmly welcome you!

Interested? Contact us!

contact@lizard.bio