

Business Developer

Greater Lyon Area

- Hybrid - Full-time
- 10 employees

- CDI
- Salary based on experience

About the job

Send us your CV and cover letter to: s.munoz@vidium-solutions.com

■ Company: Vidium Solutions

Company Overview: Founded in January 2019, Vidium Solutions introduces groundbreaking technology that enables the control and mastery of cellular genetic expression. Our innovative approach accelerates and de-risks the development of treatments for challenging health issues such as cancer resistance. We revolutionize drug discovery by shifting the focus from a single molecular target to the underlying causal gene regulatory network of the cell.

Strategic Focus: Target Discovery Platform combining retro-engineering and AI applied to omics data to model and validate key genetic relationships underlying cellular behavior. We provide target identification and validation, biomarkers, and mechanisms of action for novel drugs. Our strategic application domains include Human Medicine, focusing on Genetic Disorders, Oncology, Regenerative Medicine, among others.

■ Your missions

- Engage major pharmaceutical prospects and clients across multiple stakeholder groups, including, but not limited to C-suite Executives, therapeutic/assets leadership teams, bioinformatics, translational research, R&D, diagnostics, and data science teams, to identify new business opportunities and establish yourself as the primary point of contact..
- Identify and propose solutions for diversifying activities
- Develop existing accounts in your portfolio (world leading clients in the field)
- Organize your activity autonomously under KPI's policy
- Build commercial offers with the technical teams, present them and finalize the deals
- Monitor project progress and ensure necessary reporting for visibility on your activities.
- Achieve the sales objectives set jointly with the Business and Strategic Partnerships Director
- Actively participate in actions enabling the structuring, development and profitability of activities

■ Profile

We seek candidates with the following qualifications:

- Master's degree in Business with a background in Life Sciences (Biology, Veterinary, Medicine, or Pharmacy); a PhD degree is highly appreciated.
- Minimum 3 years of experience in a business development role, with proven sales success in closing high value and complex technology and/or consulting and/or service contracts in the Life Sciences sector, with links to the health, cosmetics, and pharma industries.
- Hunter mindset, results-oriented, and strong business acumen.
- Ability to adapt quickly to demanding environments.
- Operational and analytical approach.
- Leadership and excellent communication skills.
- Team spirit and solution-oriented approach.
- Experience in direct B2B sales.
- Proficiency in IT tools and CRM systems (e.g., Hubspot, Salesforce, Odoo).
- Willingness to travel as needed (events, congresses).
- Fluency in French and English mandatory.

Our strength is our people

The secret of our success is our people. We have a very capable and human, collaborative, and dynamic team. Knowledge sharing and curiosity contribute every day to the continuous improvement of our solutions. Our ambition is to guide and empower science by sharing, capitalizing, and exploiting knowledge. Vidium brings all its know-how and experience to connect human expertise and platforms for rational and successful research.

➤ ***Talented individuals***

Our trans-disciplinary team harbors expertise in the areas of engineering, data science, biology, virology, immunology, genomics, and medicine.

***Do you recognize yourself in our values and our know-how assets?
Then join us!***