



IS LOOKING FOR AN

International Customer Business Developer BioPharma



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OncoDNA helps oncology healthcare stakeholders' network to better fight cancer by generating meaningful insights and knowledge.

We support oncologists to choose the most appropriate treatment for each patient's cancer profile and facilitate the access to clinical trials. We collaborate with Biopharma companies to overcome their molecular and clinical challenges and facilitate patient access to personalised treatment. In addition to diagnostic tests, OncoDNA has developed a data interpretation platform (SaaS model) for cancer centres.

In our way to help our customers to succeed, we are hiring an International Customer Business Developer to reinforce our Biopharma Business Unit team.

As International Customer Business Developer, you will proactively engage and develop strategic partnerships with Biopharma companies, CROs and Academics stakeholders.

MISSION

You will execute business strategies to ensure achievement of financial goals for biopharma oncology business unit by:

- ✓ Generating new strategic partnerships and business opportunities;
- ✓ Providing added value to customer to overcome their challenges and fulfil their unmet needs;
- ✓ promoting understanding and adoption of our data/insights and diagnostic technologies solutions.

KNOWLEDGE AND EXPERIENCE REQUIRED

- ✓ Master's Degree in a business or in a scientific discipline;
- ✓ 5+ years of experience in B2B as Account Manager or Business Developer in clinical development environment;
- ✓ Strong business acumen of oncology therapeutic area (clinical development) and/or Biopharma markets;
- ✓ Proven track record for consistently meeting or exceeding financial and/or other quantitative targets, as well as qualitative goals;



SKILLS AND COMPETENCIES REQUIRED

- ✓ Excellent interpersonal communication
 - Ability to communicate effectively and professionally, both orally and in writing, with all members of the organization, customers and external contacts;
 - Ability to communicate OncoDNA value proposition and complex subjects and communicate them clearly and effectively to an audience of differing levels of awareness.
- ✓ Lead and manage complex negotiations;
- ✓ Proactive initiative in establishing trust and building strong relationships;
- ✓ Adapt and communicate OncoDNA value propositions to specific stakeholders needs and expectations;
- ✓ Participate in designing and building solutions adapted customer needs. Generate innovative solutions in work situations; trying different and novel ways to deal with work problems and opportunities;
- ✓ Orchestrate and know when to bring in the appropriate resource of expertise to move forward customer solutions;
- ✓ Strong organizational, prioritization and time management skills;
- ✓ Begin and complete all assignments with minimal supervision;
- ✓ Communicate effectively in English, both written and verbal (ability to speak additional languages would be an advantage, but not required);

WE OFFER YOU:

We offer you an attractive package commensurate with the position, responsibilities and its context.

ABOUT

At OncoDNA we strive to help cancer patients. OncoDNA offers solutions combining the most relevant molecular technologies in order to provide a comprehensive characterization of the patient's cancer, hence supporting oncologists in their treatment and follow-up decisions.

Do you want to join a dynamic, human and fast-growing company actives in oncology precision medicine?

Don't hesitate to apply via jobs@oncodna.com.

Fore more information please visit www.oncodna.com

