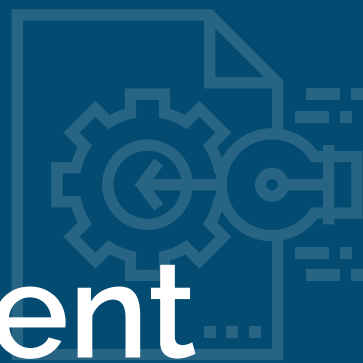




IS LOOKING FOR A

Business Development Manager KDM



Business Development Manager KDM

OncoDNA helps oncologists to choose the most appropriate treatment for each patient's cancer profile. In addition to diagnostic tests, OncoDNA has developed a data interpretation platform (SaaS model) for cancer centres. OncoDNA is one of the European leaders in the field of precision medicine. The company is based in the Gosselies Biopark and employs 50 people in four countries.

As part of its growth, OncoDNA is looking for Business Manager KDM to reinforce our Commercial Team.

As BD Manager **OncoKDM**, you will proactively prospect and develop the business of our database and services by promoting and selling associated products in defined region (France)

In collaboration with the Country Manager France, you set the objectives and priority axes of the commercial endeavors.

- Define and develop a network of cancer centers, private laboratories, hospitals, clinics and pharmaceutical companies to support the OncoKDM product portfolio market penetration.
- Meet and exceed commercial objectives for OncoKDM, such as sales & growth targets
- Achieve growth and sales targets related to the region you are responsible for;
- Build and maintain strong, long-lasting customer relationships by partnering with customers and understanding their needs
- Present and self-promote OncoDNA's solutions to our customer base
- Educate the selected target groups to our solutions and technology
- Identify business and scientific partnership opportunities and initiate negotiations
- Ensure the commercial and administrative follow-up of the scientific collaborations and regular test requests.
- Offer product information on stands, during symposiums and conferences at the national and international level whenever needed
- Explain all activities in weekly reports provided to the Manager
- Report to the Country Manager France and ensure the follow-up of KPI set by the manager.

You Promote the image and the reputation of the company by participating in trade fairs, congresses, workshops, conferences of business trips abroad.

- Work closely with the Marketing department to coordinate the mission
- Be in charge of commercial presentations during those events and generation of leads
- Work closely with other departments such as marketing, scientific support, customer care, production to ensure an optimal service towards patient and physician
- Forward the contacts to the adequate person in the company and ensure the follow-up.

REQUIREMENTS

- ✓ You hold a master in molecular biology with competences in BioIT associated with data base management and NGS analysis
- ✓ You show Interest in the technical aspects of the Products
- ✓ You have good knowledge and understanding of cancer
- ✓ You have excellent knowledge in NGS



YOUR PROFILE

- ✓ French Native speaking and English – Other European language is a plus
- ✓ Strong record in collaboration and partnership with key cancer centers in France
- ✓ Commercial skills Strong prospection capabilities and persuasive
- ✓ Strong interest for field work and business trips
- ✓ Proactive, enthusiastic and positive attitude
- ✓ Affinity for BioIT Solutions
- ✓ Resilience and results-oriented
- ✓ Relational ease and good communication skills
- ✓ Dynamic and passionate
- ✓ Ability to build relationship network
- ✓ Adaptive to the needs and requirements of the market
- ✓ Curiosity, open to continuous training and self-development
- ✓ People management skills

WE OFFER YOU:

- A challenging commercial position within a dynamic and growing company.
- An opportunity to play a key role in the company's scale-up phase
- An international environment in a rapidly changing digital industry
- A young, dynamic and involved team in the fight against cancer
- 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.

Interesting to join our team ?

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

Fore more information please visit www.oncodna.com

