

RIC group – (Senior) Account manager (Bio)Pharma

THIS IS YOU...

- #yeswecan #sciencemeetsbusiness #born4sales
- Interacting with people makes me **HAPPY**
- Look at me juggling all these calls, meetings and contracts...
- Great at presenting, even better at listening
- Microsoft Office... no problem... I can do that with one hand... but should probably use two
- Fluent in Dutch and English (writing and speaking), other languages: we have a solid customer base in Europe and beyond, so always nice-to-have
- Not one, but two eyes for detail (duh, we are selling analytical sciences here, you know)
- At least 3 years of experience in a commercial, scientific or project-driven role within the pharmaceutical or biotechnological industry
- Experience in a project-driven commercial environment, working with customers and contracts =
- Understanding how analytics creates value across the pharmaceutical and biotechnology industry and throughout the drug development lifecycle =
- Understand the business drivers of biotech and pharmaceutical companies, including clinical milestones, financing stages, portfolio decisions and outsourcing strategies =
- You can talk science, you can talk business, and you can also talk legal
- Scientific Bachelor or Master Degree (Bioscience Engineering, Pharmaceutical Sciences, Biochemistry, ...)
- Additional degrees in Science (specialized Master or Ph.D.) or in Business/Finance are a plus, but we believe that skills and attitude will take you even further

YOUR ROLE...

- You help realize our company's commercial strategy by promoting our state-of-the-art **analytical solutions** within our ever-growing customer base.
- You are responsible for **managing** and **expanding** your (bio)pharma accounts by identifying key stakeholders and opportunities across different departments and therapeutic programs.
- You develop a **strong relationship** with your accounts and are their trusted go-to-person for new project requests. You ensure close follow-up of incoming emails, organize in-person visits and video calls, and reach out by phone for quick alignments.
- You go the extra mile to understand your customers' **evolving needs**. You are aware of ongoing development programs and critical milestones. You keep track of internal and external factors that could influence our ongoing collaboration or trigger new opportunities, and keep your colleagues informed in a proactive manner.
- You prepare **official proposals** with the help of our scientific experts and your supervisor. You follow up

with internal and external stakeholders to ensure contracts are sent out and approvals are received in a timely manner.

- You use our dedicated **tools** to prepare your contracts and budgets, follow in-house **flows** for contracting and **log** all your prospecting and sales activities in our CRM database to ensure a traceable history.
- You **represent** our company at national and international events, workshops and conferences (typically spring and fall season).
- You are willing to **travel** abroad up to 10% of your time.
- You are regularly present at **our headquarters** in Kortrijk and frequently **on the road** to visit your accounts.

WHAT WE BRING TO THE TABLE...

- You will be part of a **family-owned** and **ambitious** laboratory organization at the forefront of scientific evolutions.
- You will have a position with **autonomy** and **responsibility**, with **opportunities** to support your professional growth.
- You will join a **dynamic team** in an international environment.
- You will receive a **competitive salary** with fringe benefits.
- You will have **flexible working hours** and the ability to work **remotely**.

DO YOU HAVE WHAT IT TAKES? APPLY NOW!

Your application will be considered quickly and confidentially. Our Privacy Policy is compliant with Regulation (EU) 2016/679 of the European Parliament and of the Council of April 27, 2016 on the protection of individuals regarding the processing of personal data and on the free movement of these data ("GDPR"). More information can be found at <https://RIC-group.com/privacy-statement>.

<https://ric-group.com/>