

Business Development - Europe

Optibrium is a growing technology company dedicated to providing software to guide decisions involving complex, uncertain data in an intuitive way. Our primary product, StarDrop, is focused on the pharmaceutical industry, helping scientists to guide decisions in the design and selection of potential drug molecules.

As part of our exciting plans for growth we are recruiting a sales manager to expand Optibrium's business in Europe as part of the commercial team, through proactively finding and following up on leads, running the sales process and managing accounts, to grow our European customer base and meet revenue targets for the region.

Main Responsibilities

- Create new opportunities and develop new relationships to expand and grow our customer base
- Proactively support existing accounts, manage customer relationships and generate additional business opportunities
- Plan and perform the sales process independently
- Provide feedback from customers to guide the development of future products
- Represent Optibrium at key trade shows, and other conferences
- Contribute to commercial strategies across the sales team
- Develop own network through networking and partnering meetings

Experience and Skills

The ideal candidate will have the following experience and skills:

- Minimum of a bachelor's degree in a scientific discipline
- At least 2 years' experience in life sciences
- Strong English written and oral communication skills
- Proven success at managing multiple opportunities and projects simultaneously
- Ability to develop and implement sales strategies and tactics

Beneficial

- At least 2 years of successful sales and territory management experience within life sciences
- Additional European Languages

Personal

- Ability to work effectively as part of a team and to exhibit effective interpersonal skills
- Must be organised and detailed-orientated with a 'can-do' attitude

If you're interested in joining a growing, entrepreneurial team working in an exciting field, please apply with a CV and covering letter to vacancies@optibrium.com (unsolicited applications from agencies will not be accepted).

Background

Optibrium provides elegant software solutions for small molecule design, optimisation and data analysis. The company's lead product, StarDrop, is a comprehensive suite of integrated software with a highly visual and user-friendly interface. StarDrop enables a seamless flow from the latest data through to predictive modelling and decision-making regarding the next round of synthesis and research, improving the speed, efficiency, and productivity of the discovery process. Founded in 2009, Optibrium is headquartered in Cambridge, UK with offices in Boston, US. Optibrium continues to develop new products and research novel technologies to improve the efficiency and productivity of the drug discovery process. Optibrium works closely with its broad range of customers and collaborators that include leading global pharma, agrochemical and flavouring companies, biotech and academic groups.