

GENERAL JOB POSITION DESCRIPTION

Position Name: Sales representative and business development BBD BioPhenix SLU

Department: Sales and business development

Reporting to: CEO BBD BioPhenix SLU

Working Hours: 40 hours per week

Functions (Actions or tasks assigned within the sales & Business development department)

A qualified sales rep and business development with their own skill as well as leadership of a team of driven sales representatives. The ideal position has in-depth knowledge of and experience with the sales process, and excels at lead generation, relationship building, and closing deals. A quick learner who has strong negotiating skills — someone with a track record of success who can inspire the same in others. The role demands a leader with a sharp mind and an ability to open new doors, new accounts, new customer leads and, above all closing deals.

Objectives of the role/position

- Represent the company with a comprehensive understanding of its offerings
- Research consumer needs and identify how our solutions address them
- Achieve company objectives by planning effectively, setting sales goals, analyzing performance data, and projecting future performance
- Continuously develop leadership, hiring, and training skills while ensuring that the team is using effective sales tactics to meet revenue objectives
- Generate leads and closing, establishing and nurturing client relationships

Responsibilities

- Create and execute a strategic sales plan that expands customer base and extends global reach
- Meet with potential clients and grow long-lasting relationships by understanding their needs
- Track, analyze, and communicate key quantitative metrics and business trends as they relate to partners and clients
- Ensure that company quotas and standards are met by holding check-ins to set objectives for the day and to monitor progress
- Manage month-end and year-end close processes
- Closing deals

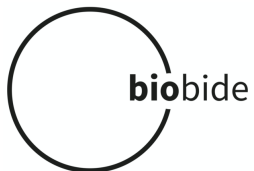
Skills and qualifications

- Seven or more years of managing sales within a corporate setting
- Proven record of success with the entire sales cycle, from planning to closing
- Excellent communication, interpersonal, and organizational skills
- Current/existing contacts within the lead targets of BBD Biophenix

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- Ability to travel at least 50% of the time

Preferred qualifications

- Proven success rate at levels above sales quota
- Proven experience in CRO toxicity and efficacy testing sales quota
- English and Spanish

Compensation package: to be negotiated based on proven experience and realistic expectations

Base Location: Donosti (Spain)