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WE ARE LOOKING FOR OUR NEXT CHANGE-MAKER

BUSINESS DEVELOPMENT ANALYST

At Univercells, we are on a mission to make health equally accessible to all. We work every day to reinvent biomanufacturing processes, and develop or integrate the next innovative technologies.

Through the combination of process development and engineering expertise, we create synergies to deliver game-changing production capacities to achieve our mission: Biologics available and affordable to all!

This job is the perfect opportunity to contribute to our mission and be impactful.

Based in our Brussel offices (Belgium), you will join a collaborative team full of passionate change-makers. You will provide direct support to the Chief Business Officer and indirect support to the Executive Committee. You will be part of a team of professionals aiming at promoting Univercells activities and developing our business model.

Is it appealing to you? Are you a passionate business development analyst, combined with an analytical and result-driven mindset and a proactive attitude? Let's meet!

Start your journey by dropping us an email at job@univercells.com

● RESPONSIBILITIES

- Provide direct support to the Chief Business Officer
- Contribute to the definition of the go-to-market strategy
- Conduct market research and monitor industry trends
- Identify and pre-select potential industrial and business partners
- Contribute to contract preparation and negotiation – e.g. business proposals, partnership agreement, business cases
- Develop business and revenues models
- Manage all business development analytics

● QUALIFICATIONS

- Master degree (Business Engineer is a plus)
- Min. 2-3 years' relevant professional experience in either consulting, business planning or sales support
- A previous experience in pharma or biotech is a plus
- High agility and numeracy, comfortable with data research, modelization and analytics
- Able to combine a holistic view on the business with precision in delivering results
- Demonstrated ability to work confidently and collaboratively with individuals at all levels of the organization
- Excellent written and verbal communication, including technical writing skills
- Self-motivation and interest for start-up companies/SMEs
- Fluent French-English (written and oral)