



Job title: Business Developer

The company

Epify develops epigenetic biomarkers which control gene activity and are implicated in a wide range of cancers, driving and influencing the course of the disease. Using these biomarkers, Epify aims to drive earlier detection and more accurate diagnosis, facilitating personalized oncology and a better prognosis for cancer patients. To this end, Epify collaborates with academia, clinicians, professional investors and industrial molecular test providers to translate these biomarkers from sound discovery to clinical applications. Epify's headquarters is located Maastricht, the Netherlands.

The role

We are currently looking for an experienced **Business Developer with a strong business mindset and a background in molecular sciences/techniques** to help outline our business strategies. Working together with and reporting to the CEO of the company, the main objectives of this role are finding, identifying and engaging with our clients, generating proposals and closing deals. This position can be based in Belgium (preferably) or in the Netherlands and requires frequent travels.

Key responsibilities

- Generating new business through identification of industrial and clinical partners for the discovery and development of epigenetic biomarkers
- Developing relationships with prospective customers, while maintaining existing customer relationships
- Negotiating new collaborations and closing the deals
- Following-up on running projects in consultation with both our bioinformatics experts and our customers
- Designing and implementing a strategic business plan that expands the company's customer base and ensure its strong presence
- Attending key industry events/customer meetings

Personal skills

- Proactive, independent work approach and a high attention to details
- Strong business sense, convincing, persuasive and persistent deal closer
- A team player, flexible, receptive to feedback from others
- Excellent verbal and written communication skills, able to communicate with people of all levels and to establish and maintain long-term relationships
- Empathetic and accurate listener, able to translate implicitly expressed needs into concrete business propositions
- Organized, process-driven, with a great knowledge of sales techniques
- Creativity and problem-solving skills
- Able to manage multiple tasks and meet deadlines
- Fluency in English is a must; additional languages would be considered a plus

Job requirements

- Background in molecular sciences/molecular techniques (MSc/PhD level)
- At least 2 years of work experience in sales/business development



- Experience in developing commercial strategies and proven sales track record
- Affinity with the start-up atmosphere
- Willingness to travel up to 30-50% of working time, mainly to European locations, with one or two trips to US annually (once travelling is safe)

Benefits

- An open work environment, where the employees can really shape their own job
- Opportunity for personal and professional growth
- Impactful work
- Collaborating with a team of highly skilled and experienced world class scientists
- A competitive salary package with additional benefits based on experience
- Remote working option if it is not safe to commute to the office

Do you find your inspiration in turning the latest scientific breakthroughs into next-generation healthcare solutions? Then we would love to hear from you! Send us your resume at info@epify.bio.