

Director, Business Development

April 2024

About BioIntelligence Technologies

WORK HARD. DREAM BIG.

Our Mission: Accelerate sustainable growth of the processing industry to give a better quality of life to everyone.

Our Vision: Create the most compelling platform company for the bioindustry by providing instant access to critical information and analytics so biotech companies can maximize their performances.

At BioIntelligence Technologies, we are pioneering the development of a new generation of intelligent instruments aimed at assisting companies in the processing industry in being more sustainable. The software and instruments we develop and deploy at our clients' sites empower them to monitor the evolution of their bioprocesses in real-time, and thus, eliminate product losses, reduce process variability, and enhance reproducibility and profitability.

Through our solutions, **our clients**, who produce large volumes of greener biochemicals such as biofuels, bio-pesticides, biofertilizers, biopolymers, and other sustainable products, **achieve significant reductions in water and energy consumption as well as CO₂ production**. We directly contribute to fighting the climate crisis and advancing the social effort for a greener industry and a cleaner, more renewable future.

BioIntelligence Technologies has recently completed a major round of funding that enable us to grow and expand in the North American and European markets. To achieve this, we're recruiting the best talent.

Why you should join us

- **Your Impact:**
 - The demonstrable positive impact of your work on the environment and the climate crisis motivates you.
- **The Compensation & Benefits Package:**
 - Competitive salary supported by the latest market data.
 - Possibilities to receive incentives from the Employee Stock Option Plan (ESOP).
 - Reimbursement of professional dues, if applicable.
 - Minimum 3 weeks of vacation starting the 1st year.
 - 1 additional week of complete rest paid during the holiday season.
- **We Care:**
 - 6 days of paid sick leave (personal or next of kin) per year.
 - Comprehensive group insurance program including medical and dental coverage, access to telemedicine, employee assistance program and health and wellness account.
 - Highly flexible schedule because we all have a life outside work.
- **On-Site Perks:**
 - Parks and two magnificent lakes within walking distance for healthy breaks.
 - Incredible coffee and unlimited healthy snacks to excel on a full stomach.
 - Refreshing drinks on Friday afternoons to celebrate a productive week, discuss successes and ideas.
- **Inspiring Work Environment**, whether on-site or remotely:
 - Your choice of equipment and tools.
 - Career management plan.
 - Young team and growing company on a human scale.
 - High-performance, modern, and dynamic work environment: We love what we do, and we have fun doing it, while striving for world-class results.

Position Overview

As a Director, Business Development, you will play a pivotal role in driving growth and expanding our technology startup. Your primary responsibility will be to engage with clients and key players of our industry to improve our understanding of clients' pain points, needs, and aspirations. You will also help the company to access high management and establish privileged partnerships with key strategic clients, to help our company in providing more relevant products. Doing so, you will foster relationships with clients, and contribute to the overall success of the company. You'll work closely with cross-functional teams, including sales, marketing, and product development.

Responsibilities within the team

- 1. Client Relationship Building and Networking:**
 - Engage with clients to strengthen existing relationships.
 - Identify and engage potential clients through networking events and research.
 - Help building and closing business deals with strategic clients that drive strong user feedbacks.
- 2. Ideal Client Profile (ICP) Development:**
 - Conduct discussions with clients and potential clients to identify pain points, challenges, and unmet needs faced by our target audience.
 - Contribute to create the Ideal Client Profile (ICP) based on organization structures, end-products, demographics, motivations/appetite, and pain points.
 - Collaborate with marketing, product, and design teams to ensure alignment with client insights.
- 3. Feedback Collection and Synthesis:**
 - Gather feedback from clients support channels, discussions with clients, and discussions with application engineers.
 - Synthesize feedback into actionable insights for product enhancements.
 - Identify opportunities for improvement and propose solutions to enhance the overall user experience.
- 4. Competitor Analysis:**
 - Stay informed about industry trends, competitive products, and emerging technologies.
 - Analyze competitors' strengths and weaknesses to inform our product strategy.
- 5. Collaboration:**
 - Work closely with product managers, designers, and engineers to translate insights into features and improvements.
 - Advocate for client-centric decision-making throughout the organization.
- 6. Strategic Advisory:**
 - Collaborate with sales, marketing, and management teams.
 - Provide insights on potential joint ventures, mergers, and acquisitions.
 - Advise on strategic decisions to enhance business growth.

Preferred profile

- **Experience:**
 - 10 years + in a business development role, or in a combination of commercial/sales and technical/operations roles, in the industrial biotechnology sector.
 - Developed a solid network of contacts among the decision makers of the industrial biotechnology sector.
 - Exposure to strategy development, lead generation, customer relationship management, and effective communication.
- **Skills:**
 - Networking, relationship, and communication management.
 - Excellent listener, with high capability to synthesize information, and to translate it into specifications.
 - Strategic and market acumen.
 - Self-Motivation, driven, disciplined, and able to work independently to achieve targets.
 - Agility, adapt to an ever-shifting business landscape.
 - Innovative mindset, thrive in a competitive environment by thinking creatively and embracing change.
 - Digital Fluency, familiarity with technology tools and digital platforms.
 - Excellent team spirit.
 - Excited to move in a well funded startup with large companies in USA and Europe as clients.

Location:

This permanent full-time position could be remote.

How to apply:

Write to me directly!

Rosy Trimboli, Director of Business Support

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Looking forward to meeting you!