

You are looking for a new professional challenge and would like to work independently?

Then join our team!

One of our new projects is to further establish the company on the national and international market as a supplier of various fresh and cryopreserved human cell products for the Life Sciences industry.



To expand our team we are looking for a

## (Senior) Business Development Manager - Human Cells (m/f/d)

**BIOMEX**  
We serve different

### Our offer:

- An exciting and multifaceted workplace
- The opportunity to actively participate in the development of your tasks
- Flexible working hours from Mondays to Fridays in a highly motivated team with a very good working atmosphere
- A company pension plan, company sports facilities, free physiotherapy on site and discounted access to fitness studios
- Free drinks and fresh fruit as our contribution to the well-being of our team
- Easily accessible by car and public transport plus free on-site parking

### Your tasks:

- Define, structure and lead actions to sell human cells
- Establish (internal) processes according to customer requirements and assist in their implementation
- Define donation processes, their control and adequate donor pools
- Manage the corresponding project planning incl. the definition of logistics requirements
- Develop long-term business relationships with existing / new customers
- Prepare quotations and conduct negotiations
- Perform market research & benchmark analysis on trends & innovations
- Evaluate, develop and prioritize new potential projects and products
- Select and participate in congresses for customer recruitment and further education

**Biomex GmbH is an agile, medium-sized company based in Heidelberg. With a global network of cooperation partners, we support the life science industry by providing human biomaterials, such as blood plasma or serum, for more than 30 years. We run three own plasma centers and are a global player in the biotech industry with offices in Africa, China and the USA.**

### Your profile:

- Degree in natural sciences or comparable
- Proven professional experience in the sales of biological (preferably human) material and in sourcing and developing partnerships with a track record of success
- Established network within the Biotech / Pharma industry
- Demonstrated planning and organizational skills as well as a self-dependent, precise and solution-oriented way of working
- Entrepreneurial drive, pragmatic approach, „can-do“ attitude
- Strong communication skills, with a very good command of English and German language skills (written and spoken)
- Willingness to travel occasionally

### You are interested and would like to become part of our company?

Then please send your complete application including your salary expectations and earliest starting date to [hr@biomex.de](mailto:hr@biomex.de). If you have any questions, you can also reach our HR representative **Ms. Lulay** by phone at **+49(0)6221-4166 266**.

**We look forward to hearing from you!**