

## **JOB DESCRIPTION**

### **BDR (Business Development Representative)**

ETAP-Lab is a fast-growing and innovative R&D service company specializing in preclinical studies for pharmaceutical and biotechnology companies.

We are seeking to appoint a BDR to build our international client portfolio.

#### **The job**

You will be joining a young team at a company providing Neurology and Dermatology services to an international clientele. Working closely with our project managers, you will identify, evaluate and recruit new customers to boost the B2B customer portfolio. Your job will be to take charge of establishing initial contact, setting up appointments and analysing the customer's needs. As a key player in competitive intelligence, the main user of marketing tools and a front-line company representative, you will be at the very heart of our commercial partnerships.

#### **Your responsibilities**

It will be your job to:

- identify and screen new international prospects
- develop and manage the client/prospect portfolio, with a focus on securing appointments
- analyse and evaluate customer needs and expectations
- work in tandem with project managers to prepare for the sales meetings in which you participate
- Follow-up leads, schedule appointments, and manage your own time

You will also be expected to:

- work mainly by phone and online (with occasional travel to trade fairs)
- discuss your work with your line manager regularly, and contribute your own ideas
- participate in competitive and market intelligence in relation to marketing

#### **Your profile**

- You have previous experience in sales/business development, ideally in SDR or BDR
- You are self-reliant, organised, curious, rigorous and tenacious – and you enjoy working in a team
- You are proficient in standard office tools and professional social media
- You are accustomed to CRM (we use Pipedrive)
- You are good with people and confident in customer relations; you know how to listen to the customer
- You have excellent powers of persuasion, and are capable of formulating an argument that is both concise and impactful
- Your telephone manner is good, and you are fluent in both French and English

- You enjoy performance and competition and can demonstrate both determination and fighting spirit
- A dual competence or an initial experience in biology or health would be a plus
- **Fluency in both French and English is a non-negotiable requirement**

## Place of work

The region of Nancy (north-eastern France, in the department of *Meurthe et Moselle*)

## Type of employment contract

12-month fixed-term contract, with the possibility of a follow-on permanent contract

## Salary

Negotiable, depending on experience

## Preferred experience

Depending on profile

## Contact

Your CV and covering letter should be sent to: [recruitment@etap-lab.com](mailto:recruitment@etap-lab.com)