

The Company

CelVivo Aps is a Danish start-up company which is developing and selling products for culturing cells in 3D. Their technology is disruptive and cell models grown with their technology have shown unparalleled resemblance of *in vivo* conditions.

CelVivo is a company with the capability to act fast and efficient, so the path from idea to action is short.

Their system launched and are facing great interest from the market. The system is sold by distributors in most European and Asian markets. Therefore, Best Talent on behalf of CelVivo is now looking for a Business Development Manager to develop the market.

Learn more at: <https://celvivo.com>

Business Development Manager

Strategic Sales and Business development within Life Sciences

- Direct sales and sales of 3D cell culturing through distributors within Academia, Health Care, CRO, Biotech & Pharma
- Part of a new established already very successful company
- You will be given the opportunity to influence the further development

The Team

The Sales Group currently consists of four people, where one also heads the department and one is based in China. All with a broad foundation in the Life Science business and with a strong commercial toolbox. Being a small department, they work closely together to get the best outcome on the individual projects. The team is growing, has ambitious goals and makes sure to have fun along the way.

The Challenge

Your desire and ability to develop sales within a new technology is important. The system developed, produced and marketed by CelVivo has a great potential with the field of 3D cell culture. This new technology have shown unparalleled resemblance with *in vivo* conditions. You will be given the opportunity to influence the development where you introduce this new technology to the market. The role is a key role with focus on direct sales, follow up and training of customers and distributions partners worldwide. The customers will be approached by you and followed up by competent Application Specialists in close collaboration.

Your main responsibility therefore will be:

- Responsibility for developing sales in the Nordics within the following markets: Academia, Health Care, CRO, Biotech and Pharma
- Following and analyzing market requirements to ensure that the products and services continue to exceed the expected potential
- Follow up and support to global distributors – joint visits and training
- Participate in international conferences in EU and globally
- Assist in creating marketing material for customers and distributors
- Maintenance of customer data and follow up on opportunities in CRM system
- Deliver customer feedback to the CelVivo team for implementation into new or existing products

CelVivo is growing rapidly and is characterized by having world-class expertise in an entrepreneurial company with an informal company culture. They encourage personal growth and integrity. The right candidate will be able to put a strong mark and have a high level of influence on the growth and will be offered an attractive salary package. You will be reporting to VP for Sales and Business Development.

Your Talent

You have a very good business understanding and we expect you to hold a Master's degree within natural sciences - Cell Biology, Molecular Biology, or the like. You are used to communicating complex data and knowledge and have already created strong business results within Life Science, Chemical, Medical, Diagnostic, or Adjacent markets.

You have already for some years been driving B2B sales and have experience with the strategic sales process. You have with confidence shown the ability to communicate data and knowledge to different target groups. You will open doors and are confident with solution selling to the customers.

Furthermore, you possess the following competences:

- Fluent in Danish and English
- Highly initiative, driven to make things happen, self-motivated and energetic
- Excellent communication and negotiation skills
- Ability to thrive in a non-hierarchical and developing organisation
- Flexibility and willingness to travel within the Nordics, occasional travels to the rest of the world

As a person you are ambitious, and you possess an entrepreneurial spirit but at the same time a high degree of ethics. You are positive, committed, and proactive and like to work together with a team. You are motivated by putting your mark on the sales process and like to have influence on the further growth in a start-up company with great plans.

You work from the Værløse office in a flexible environment.

Application

Best Talent is responsible for the recruitment process and reviews your application on a confidential basis. Forward your application including your CV marked "1748/ Business Development Manager" to job@besttalent.dk. You can read more about Best Talent at www.besttalent.dk.