



Job Offer: Business Development Manager

Opportunity to Join a Unique Scale-up Biotech Company in the Life Sciences Industry

The Company

Biomillenia early recognized the importance of and became over the last 5 years an expert in the microbiome for human health and a more sustainable environment. Our vision is to improve life with sustainable products by restoring a robust and resilient microbiota.

We are an entrepreneurial company and a leader in the microbiome industry using our proprietary technology platform to access the diversity of the microbiota and to screen for microorganisms with beneficial traits. We focus on restoring a robust and resilient microbiota by isolating previously 'uncultured microbes' to develop next generation health products. Our internal product development focuses on topical and ingestible non-GMO smart strains that address microbial imbalance for skin, women & infant, immune and digestive health.

The Biomillenia microbiome-on-a-chip technology platform is ideally suited for the analysis and isolation of bacterial strains from all types of samples such as tissue, soil, plant, human, animal or water. Owing to the groundbreaking capabilities of digital culturomics, the diversity of the cultured microbiota is significantly better preserved than with traditional culture methods. As a result, bacterial cell banks contain a broad variety of bacterial strains from the original sample, including previously uncultured bacteria. Because of our platforms' real-time assay capabilities, bacterial strains can also be screened and subsequently isolated by e.g. analyzing enzyme activities or detection of secreted molecules by binding assays.

Biomillenia SAS has come at a stage in its development cycle in which we strive to develop the full potential of the technology platform in high value collaborative projects with leading industry partners.

In this context, Biomillenia is looking for a Business Development Manager who has a proven track record in Sales, Market and Business Development in the European Agro (Food, Feed, Crop Protection), Personal Care and Human Health sector.

Position Overview

The purpose of this role is to head, drive and execute the Business Development program for the Company aligned with the Corporate strategy. He/ She will be a member of the Management Team and will report to the CEO. You will be responsible for establishing new business opportunities, identifying high value targets and to create and execute strategies to close collaboration projects.

As experienced executive, he/she understands the importance of building the brand equity of a fast-growing HighTech company in the international Food/Feed/Agro/Pharma market and will be responsible for delivering corporate value and concrete results.

The successful candidate will possess the following skills and traits:

- Have a proven track record of closing commercial R&D collaborations and Licenses with Tier-I companies in the Industry;
- Ideally, have a strong technical / scientific background in Microbiology with a demonstrated experience in Sales & Marketing;
- Have at least 5 years of professional experience in similar functions in several of the following areas: crop protection, biologicals, food and feed additives, cosmetic and personal care products, pharma;
- Have a broad network of contacts in the industry in Europe and the USA;
- Will challenge and redefine if needed with the Executive Team the corporate strategy in order to become a pivotal player in the Pharma industry
- Be a good listener who communicates opinions clearly and concisely in several languages fluently.

Other Position Parameters

- The role is part of the management team.
- Regular full-time position.
- The role requires very frequent international travelling in Europe, America's and in a later stage Asia.
- Impeccable presentation skills are essential

Compensation

- Remuneration is anticipated to be a package of a base salary and a result-based bonus scheme.



Biomillenia SAS
102 Avenue Gaston Roussel
Biocitech, Building Lavoisier
93230 Romainville, France
Please apply online @
<https://biomillenia.com/careers/>