



Business Development Manager Brewery & Wine – Looking for an exciting challenge within an International diagnostics company which is entering a new market?

bioMérieux, a world leader in *in vitro* diagnostics, is looking for an ambitious and energetic Business Development Manager to help us develop our brewing industry clientele. You will be the front of the company and will have the dedication to create and apply an effective sales strategy. We look for candidates whose motivation is to invest in themselves, in the projects of the future, and to participate in a collective adventure led by a pioneering spirit.

The goal is to drive sustainable financial growth through boosting sales and forging strong relationships with clients.

About bioMérieux:

bioMérieux is a family owned company providing diagnostics solutions for over 50 years and is operating in more than 160 countries through 43 subsidiaries.

bioMerieux Industry is a specific business unit of bioMerieux with dedicated R&D, marketing and commercial resources. Following its acquisition of Invisible Sentinel in February 2019, it is now looking to expand into the new field of spoilage detection in the beer and wine industries. We have the commitment to offer our collaborators a working environment which encourages team spirit, with priority given to training and development with international career opportunities.

Responsibilities:

- Drive the development of profitable business with direct responsibility for achieving the territory sales goals.
- Develop the network of key influencers and client stakeholders
- Interface with the global marketing team and build, co-ordinate and execute the marketing plan for the region
- Understand and analyse the competitive landscape and market trends
- Interface with the European team as a regional champion

Requirements:

- Minimum of a bachelor's degree in Science or Business related fields
- Five or more years sales experience preferably in brewing industry
- Proven working experience as a business development manager with proven sales track record
- Able to work independently with 80% of the time in the field (locally and overseas)
- Proficiency in MS Office and CRM software (e.g. Salesforce)
- Fluent French/Dutch is mandatory
- Proficiency in English