



Activate SCIENTIFIC

Better Building Blocks for Drug Discovery

www.activate-scientific.com

Business Development Executive (Chemistry degree required)

Salary: Circa £27,000p.a.

Enjoy building relationships with clients and want a commercial career in Business Development while travelling within Europe, then this is the role for you!!

We are a European supplier, who aids the world of drug discovery looking for a bright and ambitious Chemistry Graduate to join our small and highly successful team. This is an exciting opportunity for a Chemistry Graduate to develop a career within Business Development for a growing company with offices in Ely, north of Cambridge and Germany.

You will be offered full career development and training with long-term potential to progress into more senior positions once you have gained experience. For a UK-based role, a Relocation package is available.

Role includes

- Meeting new and existing clients in person and virtually.
- Attending networking opportunities including conferences and industry events.
- Researching businesses and industry trends to identify potential new clients and ways to serve existing clients better.
- Contacting potential new clients to find new opportunities and plan meetings.
- Working with senior team members to identify new areas for growth.
- Working with senior team members to negotiate business terms with new and existing clients.
- Working within the Business Development team to ensure sales goals are met.
- Reporting on meetings and presenting findings of projects to the senior team members.
- Working within the Business development team to develop new marketing and promotional material.

What we're looking for:

- Candidates must have a Chemistry Degree and be keen to build a career within Business Development / Sales.
- Candidates must have good language skills preferably fluent in French, Italian, Spanish or German.
- Once established the successful candidate will be expected to travel throughout Europe, visiting clients. On average 50% of the time.
- Must be happy to commit to a long-term career focused role, working within a small, dedicated team therefore commitment and reliability is vital.
- Candidates must be highly personable, have excellent communication skills and a natural flare to build and establish client relationships.
- Open to hybrid working in combination with European travel.
- Previous sales experience desired but not essential. Demonstration of any previous sales, retail or business interactions will be looked favourably upon.

For further information on the job please contact:

Declan Wolverson dwolverson@activate-scientific.com Tel.: +44 (0)1223 632898

Please check our website for further details about our products www.activate-scientific.com.