



## **Job opportunity: Business Developer**

OHMX.bio is a young and dynamic biotech company based in Ghent, Belgium, offering innovative OMICS solutions to third parties. OHMX.bio provides a complete platform to accelerate customers' research through cutting-edge technology in different OMICS fields. Currently, we are highly specialized in ribosome profiling and third generation sequencing (Nanopore) applications but are continuously updating our portfolio ([www.ohmx.bio](http://www.ohmx.bio)).

If you are interested to work in an environment that is at the forefront of scientific and technological advancements in the biotech field and if you are client-oriented and highly communicative, this could be your next thing!

### **Position/Responsibilities**

OHMX.bio wishes to enforce its team with a business developer and is looking for a professional with expertise in the biotech sector and/or experience in the marketing and sales of services in a b2b context and/or in business development.

We are looking for a person that collaborates with the director business development of OHMX.bio and the CSO, in expanding the growth of the company by attracting new business opportunities to OHMX.bio.

Her/his main responsibilities are:

- Preparation of and participating in partnering meetings, screening company profiles to look for relevant partners and organize and do one-on-one meetings, together with other OHMX.bio professionals
- Developing and adapting marketing materials for OHMX.bio, such as presentations, website update and online posts, together with our communication expert
- General interaction with potential customers that call, mail or visit OHMX.bio
- Performing technical proposal drafting with our operations manager
- Doing contract and proposal discussion and actively develop new leads
- Follow up on project deliverables assuring high customer satisfaction

### **Competences and education**

- Master of Science degree in biochemistry, biotechnology, biomedical, bioengineering or related discipline, PhD degree is a nice-to-have
- Excellent organization and coordination skills
- Excellent oral communication, reporting and presentation skills

- Highly experienced with online communication tools
- Eager to learn new technologies
- Ability to work independently as well as a member of a team in a dynamic and highly motivated environment
- Fluent in English and/or Dutch, written and spoken. Knowledge of French is an advantage.

**We offer you:**

- A position with responsibility within a dynamic and growing company
- A position at the forefront of new research and technological advancements
- Personal development through learning on the job and additional external trainings
- A market-oriented compensation
- Nice colleagues and a cool working environment ;-)

If you are interested in this job offer, please send your application, including your CV and a motivation letter to [karine.clauwaert@ohmx.bio](mailto:karine.clauwaert@ohmx.bio) and [gerben.menschaert@ohmx.bio](mailto:gerben.menschaert@ohmx.bio).