



Junior Business Developer (Portugal)

Our organization

FairJourney Biologics (FJB) is the world leading CRO providing services on antibody discovery, engineering, characterization and production. FJB has been helping partners all over the world, including top biotech and pharma companies, for almost ten years. The company has continually grown and will continue to add capabilities into its portfolio. FJB strives to deliver the best solutions across a wide variety of projects in the antibody space, contributing to several antibodies currently in clinical stages. Its state-of-the-art facilities are located in Porto, Portugal and Cambridge, UK. For more information, please visit www.fjb.pt.

Company language: English

The role

A Junior Business Developer works to improve an organization's market position and achieve financial growth. This person helps achieving long-term organizational strategic goals, builds key customer relationships, identifies business opportunities, negotiates and assists the clearing of business deals and maintains extensive knowledge of current market conditions.

As a Junior Business Developer your main responsibilities are:

- Execute the business unit strategies in alignment with growth strategy;
- Promote market awareness of the company services in business and scientific meetings;
- Know the company's portfolio to identify and create business opportunities;
- Establish close relationships with key executives and decision makers in the market;
- Develop and foster deep relationships with current and potential Clients;
- Maintain sales reporting data in client relationship management system.

Your profile

FairJourney Biologics is seeking a Junior Business Developer, with the following characteristics:

- Bachelor/MSc in the life sciences field;
- Proven experience as Business Developer or similar relevant role (preferably);
- Strong Market knowledge;
- Outstanding communication and negotiation abilities;
- Proficiency in MS Office and "back-office" software (e.g. ERP);
- Fluent in English (professional level mandatory);
- Excellent time-management and planning skills;

We offer

- Integration in a highly dynamic and motivated team;
- Working in an international and innovative environment;
- Bonus incentives;
- Career development.

Additional information

You will be contracted directly by FairJourney Biologics. FairJourney Biologics is located in Porto, Portugal. Your application will be processed by FairJourney Biologics.



Interested?

Applications must be submitted directly through our website www.fjb.pt, before the 24th of February 2021. Please use "Reference 39" for this position.