



## **BUSINESS DEVELOPER & MARKETING MANAGER**

### **“ALTERNANCE”**

#### **Company**

Firalis is a biotechnology company with a mission to improve disease outcome, therapeutic decisions and generate savings in healthcare through biomarker discovery, development and regulatory qualification that ultimately leads to biomarker-based diagnostics. Firalis is active in the field of drug safety, cardiovascular, inflammatory, neurodegenerative and autoimmune diseases.

The company has been awarded with several national and international prizes for its innovative approaches. Firalis Group is certified ISO 13485 (GMP compliant) and ISO 9001 for the development and production of CE-marked assays, certified NF S 96-900 for its biobank and accredited ISO 17025 (GCLP compliant) for testing laboratory.

#### **Location**

Huningue, France (near Basel area, at the heart of BioValley and border of France, Germany and Switzerland)

#### **Job description**

As part of our expanding business, Firalis is looking for talented candidates to join the business department under the Head of Business-Development for an “alternance” contract.

The candidate should be highly motivated to match company goals of expansion. A basic scientific background would be a plus, as well as prospection knowledge to present innovative products and services to prospects and customers in an international environment.

#### ***ESSENTIAL JOB FUNCTIONS***

- Prospect and identify new clients and the decision makers for services and Firalis products
- Develop marketing strategy and Firalis visibility through several communication channels
- Contact and build relationships with new clients - Set up meetings - Negotiate contracts
- Generate proposals, presentations, and participate to marketing strategies
- Develop of external communications and social media
- Attend workshops, trade fairs and networking events

#### ***MINIMUM REQUIREMENTS***

- High-School Diploma for a 1<sup>st</sup> year entry
- High-School Diploma + 2, University degree or “DUT” for an entry on 3<sup>rd</sup> year of specialization
- Ability to work independently and in a team environment
- Excellent presentation skills in both written and oral forms
- Fluent in English and French. German would be an asset
- Commercial and Marketing experience would be a plus
- Familiarity with QMS (quality management systems) would be a plus

Interested candidates are welcome to send their CVs and letters to [careers@firalis.com](mailto:careers@firalis.com)

This job description is not intended to be all-inclusive. Employee may perform other related duties as negotiated to meet the ongoing needs of the organization.

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