

Headquartered in Berlin, Germany, Evidentic GmbH provides a unique service for biosimilar developers, research institutions, pharmaceutical companies and CROs.

To market a biosimilar product, manufacturers need to perform a head-to-head comparison with its original counterpart, the reference medicinal product (RMP). This process, called biosimilar exercise, aims to highlight the variation in the original manufacturing process and the similarity between biosimilars and the reference products.

We are the first service provider to offer a reference product library of different batches of original drugs for analysis. Thus we solve a central problem of the biosimilar manufacturers: different batches of biotechnologically manufactured drugs are usually not available on the market at the same time. Using the Internet portal evidentic.com, customers can select various batches quickly and easily.

Sounds interesting? Then join our team! From now on, we are looking for:

Sales / Business Development Manager (m/f) in Berlin

What will you do?

- Establish and maintain contacts with biosimilar developers, research institutions, pharmaceutical companies and CROs
- Planning and implementing measures for the acquisition of new customers
- Consulting of potential customers as well as follow-up communication
- Marketing and presentation of Evidentic's services
- Visiting industry-related conferences (international, 5-8 per year)
- Maintain the CRM system

What should you bring along?

- at least 3 years professional experience in sales, with a focus on pharmaceutical wholesale
- ALTERNATIVE
- Biologist / chemist / life scientist with a sales experience, ideally with a PhD
- Expertise in the field of biotechnology and/or protein analysis
 - Solution-oriented way of working and interest to develop a business
 - excellent written and spoken English
 - excellent communication and presentation skills
 - Enthusiasm to develop a new business segment within a 'blue ocean'

What do we offer for you?

We welcome you in an open and dynamic working atmosphere with flat hierarchies and direct decision-making. With us, you have the opportunity to get to know all business areas, as well as to develop your field of activity independently and to advance with your ideas. Benefit from our industry knowledge and a fixed salary plus variable remuneration.

Have we got your interest? Then we are looking forward to your online application by e-mail to christian.schmitz@evidentic.com.

If you have any further questions, please contact Dr. Christian Schmitz by phone at +49 30 959 9988-30.