

Business Development and Sales (m/f/d) Early-stage Discovery and Development of Therapeutic Small Molecules and Antibodies

ID 2025-03

At 2bind, we thrive to support our clients in the discovery and development of therapeutic small molecules and antibodies with our scalable biophysics platform. Our mission is to provide high-quality research services for the biotech and pharmaceutical industry, driving innovation in the life sciences. Join our team and work in a high-performing and collaborative environment. We will support you from day one in building the technical knowledge you need, and we are looking for open-minded individuals who work collaboratively, are self-motivated, take responsibility for their work and are customer-oriented.

Your Tasks and Responsibilities

- Identifying sales opportunities and client needs in close cooperation with internal teams.
- Translating client requirements into concrete project proposals.
- Developing and implementing strategies for business expansion in the field of early-stage CRO services.
- Understanding of pharmaceutical and biotech industry and analysis of current trends and developments.
- Representing the company at trade fairs, conferences, scientific events, and client visits.
- Establishing and maintaining client relationships domestically and internationally.
- Working with cross-functions for generating leads, improving service quality, and developing new services.

Your Profile

- Willingness to travel domestically and internationally.
- Excellent presentation and moderation skills for technical discussions, trade fairs, and client appointments.
- Proficiency in English, both spoken and written, at C1 (advanced) or C2 (proficient/native-like) level.
- Strong communication skills, empathetic manner, and a feel for different target audiences.
- Degree in life sciences, e.g., biotechnology, biochemistry, biology, or pharmacy (master's degree or PhD).
- Strong hands-on mentality, quick comprehension, and initiative.
- Technical understanding – ideally with knowledge of biophysics or other scientific services – is not mandatory, but advantageous.
- Experience in technical sales or business development - ideally in the CRO or biotech environment - is not mandatory but advantageous.
- Openness, flexibility, and enthusiasm for breaking new ground.
- You are in for creativity, responsibility, and a high-performing work environment.

What we Offer

- Attractive base salary depending on qualifications and experience.
- Performance-related bonuses (on-target earnings).
- Travel expenses covered.
- Flexible working hours & remote working options.
- Modern workplace with close collaboration with internal teams.
- Development opportunities – including international prospects.

How to Apply

Send your resume and a short cover letter to **careers@2bind.com** with the subject line: "**Application: ID 2025-03**".

We believe that technical skills can be learned – we are looking for motivated individuals who work collaboratively and independently, so don't hesitate to apply. Applications are reviewed on a rolling basis – don't wait to reach out! **We look forward to your application!**