



Future Business Unit Manager Healthcare and Pharma in the Benelux countries

Do you want to join a growing company? Take part to its development? Create your own business unit? Work at the interface between science and business? If yes, join us now!

Alcimed is a consulting company which has been growing since its creation in 1993. Our vocation is to help our clients in their marketing and strategic choices. We are a team of 160 highly skilled people based in 6 offices: in France, in Paris, Lyon and Toulouse, and in Europe, in Cologne, Lausanne and Madrid.

Our ambition is to develop a new brand of service and consulting which is synonymous with excellence and to build a team of 1000 people over the next 5-10 years by establishing offices in every European country.

We are looking for a future manager in the field of Healthcare and Pharma to open a new office in Brussels!

You join the Paris Healthcare business unit as a Business Development Manager in order to continue to develop our activities in the Benelux countries. Once you have proved yourself, you take the responsibility of our Benelux Healthcare activity, take part in the creation of our office in Brussels and become a manager at the core of Alcimed's development!

Job description:

You start in Paris and switch to the Brussels-based office when it is open.

- You prospect top industrial companies in the Healthcare/Pharma industry in order to help them in their strategic development and diversification
- You wish to become a privileged partner of industrial leaders on both local and international fields (Top-20 pharmaceutical companies, Vaccine, Diagnostic, and Biomedical leaders, etc.)
- You wish to develop a business with a high level of knowledge, build up your own client portfolio and negotiate at a very high level with decision makers from the R&D, head office and/or marketing and sales departments
- You are motivated to take part in the creation of a new office, to recruit and manage your own team.

Qualifications:

- You have a Graduate or a Postgraduate degree: MSc. or PhD in engineering, science or business
- You are a beginner or you already have a first work experience (5 years at a maximum)
- You have at least a basic knowledge of French
- You speak perfectly fluently English

Requested qualities:

Relational and commercial abilities – entrepreneurship – taste for sales and challenges – tenacity – ambition

No deadline for applications!

RECRUITMENT CONTACT

Send a CV and a cover letter to applications@alcimed.com

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