

Job description

Head of Sales & Marketing

Who are we?

BioLizard is an innovative leader in the field of bioinformatics, data analytics and AI, renowned for its commitment to excellence, focus on collaboration, and forward-thinking ethos. We are seeking a Head of Sales & Marketing who embodies our values and can serve as an ambassador for our brand in all internal and external interactions. Customer intimacy is key.

As the Head of Sales & Marketing at BioLizard, you will play a **pivotal role in driving our global expansion, revenue growth and overall high performance**. Reporting directly to the CEO, you will **lead strategic initiatives, develop partnerships, and implement scalable business development strategies** to position BioLizard as a key player in the (bio)pharma sector. The key stakeholders include the management team, sales & marketing team, and science director.

Keywords

Strategic growth, global expansion, sales & marketing leadership, pharma, biopharma, AI

Job responsibilities

- **Strategic Growth Planning:** Develop and execute a comprehensive growth strategy aligned with the company's overall vision, identifying new market opportunities, and optimizing existing revenue streams. In addition to focusing on mid-sized biopharma companies, targeting large pharmaceutical companies is also required.
- **Business Development:** Lead the identification, evaluation, and pursuit of strategic partnerships, collaborations, and acquisitions to enhance BioLizard's market presence and capabilities.
- **Market Intelligence:** Stay abreast of industry trends, competitive landscapes, and emerging technologies within the Biotech/AI space, providing valuable insights to shape the company's growth strategy.
- **Sales and Marketing Leadership:** Lead, coach and inspire the sales & marketing team to drive revenue growth. Function as people manager for the commercial team in Belgium, US and Switzerland.
- **Global Expansion:** Spearhead international expansion efforts, identifying target regions, establishing market entry strategies, and ensuring successful execution in collaboration with regional teams.
- **Financial Analysis and Modeling:** Work closely with the CFO, COO and CEO to develop financial models, forecasts, and budgets to support growth initiatives, ensuring a balanced and sustainable approach.
- **Cross-Functional Collaboration:** Collaborate radically with the other members of the management team and foster collaboration, high performance, and communication across various departments, ensuring alignment with growth objectives. Foster a culture of innovation and efficiency.
- **Metrics and KPIs:** Define and monitor key performance indicators (KPIs) to measure the success of growth initiatives and take corrective actions as needed.

Location

Ghent, Belgium; Lausanne, Switzerland; The Netherlands; France. We apply a hybrid policy.

Job requirements

- Proven track record of successful leadership in a growth-focused role, preferably within the (bio)pharma industry. Minimum of 10 years of hands-on sales experience, next to at least 3 years of executive-level experience.
- Strong understanding of global markets in life sciences and experience driving international expansion.
- Demonstrated ability to build and maintain strategic partnerships, driving business development efforts.
- Excellent people management, interpersonal and communication skills, with the ability not only to guide, motivate and inspire on a personal level but also to influence and inspire on a cross-functional collaboration.
- Excellent analytical and financial modelling skills, with the ability to make data-driven and insight-led decisions.
- Bachelor's or Master's degree in business, marketing, or a related field; MBA or advanced degree preferred.
- Proven understanding of biotech, pharma, drug discovery and drug development processes.
- Initiative taker, planful approach with keen eye to important details.
- Strong network within the (bio)pharma sector.
- Willing to travel on a frequent basis.
- Role model of our values.

Job offer

- A demanding and motivating work environment where like-minded, high achieving people strive towards top-grade results in a continuously evolving research domain.
- A role with major and direct impact on the growth of the company, both in terms of content, and through your management role.
- Personal growth trajectory focusing on self-development and knowledge expansion.
- An attractive salary package with additional benefits.

Interested? Get in touch!

Please send your CV with a one-page motivation to liesbeth.ceelen@lizard.bio
Find out more information at www.lizard.bio.