

Commercial head with SaaS expertise

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 commercial head with a focus on SaaS 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 commercial head 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 and to initiate the sales of our in-house SaaS application Bio|Verse. The key stakeholders include the management team, sales & marketing team, and science director.

Keywords

SaaS market development, 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 optimising existing revenue streams. In addition to focusing on mid-sized biopharma companies, targeting large pharmaceutical companies is also required.
- Establish a commercial strategy to market Bio|Verse as the go-to SaaS solution for pharma and biotech companies. Advise on license pricing, identification of prospects, business model and customer success management.
- 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 a 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.

Job requirements

- Proven track record of successful leadership in a growth-focused role, preferably within the (life science SaaS market).
- 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 of SaaS products.
- 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 a keen eye for 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 a 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.