

	JOB DESCRIPTION: Business Development Manager	REC-000
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## TRINCE IS LOOKING FOR A BUSINESS DEVELOPMENT MANAGER

### COMPANY

Trince is a growing startup dedicated to advancing cell-based science and therapeutics by facilitating the delivery of molecules into cells, both in vitro and ex vivo. The company's LumiPore transfection platform, which is covered by a portfolio of pending patents, can be used to deliver a wide variety of effector molecules (e.g. nucleic acids or proteins) into virtually any cell type, including hard-to-transfect cells such as immune cells for cell therapies. The technology not only makes it easier to bring genetic material into cells in high throughput. It also ensures that this is done gently, maximizing the therapeutic quality of the final cell product.

### JOB DESCRIPTION

Trince seeks a highly motivated and dynamic Business Development Manager to join our growing team. The ideal candidate has 3-5 years of experience in device sales, preferably within the pharmaceutical, biotech, or academic research sectors, and a solid background in science or engineering. This role offers an exciting opportunity to contribute to the growth and success of our startup in the rapidly evolving field of high-tech cell therapy. You will work closely together with and report to the VP Business Development.

#### Key responsibilities

- Identify and cultivate new business opportunities in pharmaceutical, biotech, and academic research markets.
- Build and maintain strong relationships with key stakeholders, including researchers, scientists, and decision-makers.
- Collaborate with the research and development team to understand product capabilities and effectively communicate value propositions to potential clients.
- Develop and execute strategic sales plans to achieve revenue targets and drive business growth.
- Provide ongoing support to existing clients, ensuring high levels of customer satisfaction and retention.
- Stay abreast of industry trends, market dynamics, and competitor activities to inform business development strategies.
- Represent the company at industry conferences, networking events, and trade shows to promote our products and services.
- Support the scientific team in designing their science into marketing material

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## JOB REQUIREMENTS

- Master's degree or higher in (bio) science, engineering, or a related field is preferred. An additional business degree is a plus.
- 3-5 years of proven experience in sales, business development, or a related role, with a track record of meeting or exceeding sales targets.
- Demonstrated understanding of the pharmaceutical industry, academic research landscape, and emerging trends in cell therapy.
- Excellent communication and interpersonal skills, with the ability to engage effectively with diverse stakeholders.
- Strong analytical and problem-solving abilities, with a results-oriented mindset.
- Self-motivated and proactive, with the ability to work independently and as part of a collaborative team.
- Willingness to travel as needed to meet with clients and attend industry events.
- You appreciate working in a multidisciplinary environment and are interested in working with international colleagues.
- You're entitled to work and live in Belgium.

## WORK ENVIRONMENT

Trince offers an exciting, innovative as well as challenging work environment. Quality of work as well as autonomy and flexibility are key values. You will have the opportunity to work together with an enthusiastic team of multidisciplinary colleagues in the fields of nanobiotechnology and cell therapy. Our offices are located in Ghent (Belgium) in an attractive business area.

## APPLY FOR THIS JOB

To apply for this position send your CV and motivation letter to the attention of Baert Hanna at [hr@trincebio.com](mailto:hr@trincebio.com).