



Business Development Manager

Are you the person to build IQ Services to a successful and fast growing service provider for the (IVD) biotech industry? Starting out as business developer with the chance to run the company in a few years?

IQ Services offers the experience and knowledge acquired under IQ Products over three decades to help companies with their projects. Both **IQ Services** and **IQ Products** are daughters of **IQ Corporation** and located in the same premises in Groningen, making it possible to fully use the strengths of both companies. IQ Products was a startup initiated by people working at the University Medical Center Groningen. An institute we can still rely on when we need additional scientific input. Also the international operating CRO's and biotech companies at Campus Groningen are supporting us and our clients when projects need additional attention. IQ's management team combined has more than 75 years' experience with product design, development, manufacturing and registration. A team you can build on!

Currently IQ is looking for a **business development manager** to take IQ Services to the next level by:

- initiating discussions with other companies with respect to service contracts and takes the lead in formulating term sheets and quotes.
- developing plans and strategy for how IQ's technologies and products could be marketed and coordinates these with the CEO (and other internally involved persons).
- planning and progress monitoring by achieving milestones.
- following technology and product developments within IQ and those of competitors and potential partners.
- contributing to the development of IQ's technology portfolio by reaching out to the market in which the products and technologies play a role.
- investigating options for and co-develop the product portfolio of IQ Products with a focus on Women's Health.
- collecting information at (inter)national meetings, which are important for business development.
- preparing materials for the website and meetings to position IQ and for successful business development activities.
- contributing to IQ's strategic meetings and creating and managing the budget for business development.



We are looking for someone with:

- a bachelor's or master's degree in life sciences/biology, for instance Science, Business & Policy track, and a minimum of 5 years relevant experience in an SME.
- business experience in the field of biotechnology and/or *in vitro diagnostics*.
- basic understanding of laboratory procedures and running a lab.
- a relevant network in this field.
- a MBA and/or experience with drafting agreements and quotes are a plus, just as knowledge of ISO13485 and the IVDR.
- a passion for growing relationships, the business, a team and yourself.
- exceptional written and verbal communication skills in Dutch, English and preferably a third language.
- the ability to travel internationally at least once per 2 months.

We offer a market-driven salary for 36 hours with a performance-based bonus system, five weeks leave per year, pension arrangement based on 50:50 split and company car available.

Have you become curious and want to know more? Contact our CEO, Joost Schuitemaker, 050 5757000. Are you already sure and do you want to work with us? Email your resume with motivation letter to m.devries@iqproducts.nl.

More information about IQ Services and IQ Products can be found on the company websites www.iqservicesbv.nl and www.iqproducts.nl

Acquisitie naar aanleiding van deze vacature wordt niet op prijs gesteld.

Acquisition because of this vacancy is not appreciated.