



Reliable Enzyme Innovation

# Business Development Lead

JobID - BDL\_2025

Based in Barcelona (Hybrid)

ZYMVOL® is a biotech company specialized in the design, development and application of molecular modeling software in the discovery and development of new industrial enzymes.

We are looking for a dynamic and results-oriented individual for a position as Business Development Lead, reporting directly to the Sales Manager.

The position is based in Barcelona (ZYMVOL HeadQuarters), with a hybrid working model.

## Working at ZYMVOL®

**Environment** – We are a young, international and very motivated team. You'll be working in a fast-growing company with great potential to advance personally and professionally.

**Attractive economic conditions** – This is a permanent position. Compensation will depend on qualification but we offer competitive conditions. Medical insurance is included. As per Spanish labour law, the contract includes a 6-month probation period.

**Equal opportunity employer** – All aspects of employment including the decision to hire, promote, discipline, or discharge, will be based on merit, competence, performance, and business needs.

## Responsibilities

We're looking for a **Business Development Lead** with a proven track record in the life sciences, biotech, biopharma space. The ideal candidate is a proactive professional who can independently manage the full sales cycle—from opening new doors to negotiating complex



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deals—while building enduring, trusted partnerships with clients. Main responsibilities include, but are not limited to:

- **Strategic Prospecting & Market Penetration**

- Proactively identify and engage key decision-makers (R&D Directors, Process Chemistry Leads, Sourcing Heads) within target companies.
- Execute targeted outreach strategies to generate a robust pipeline of qualified opportunities.
- Provide feedback to the product and strategy teams on market trends and specific pain points of the industry.

- **Full-Cycle Sales Management**

- Manage the entire sales process independently: from qualification and needs assessment to proposal presentation, negotiation, and closing.
- Articulate the unique value of Zymvol's enzyme discovery and engineering platform, specifically addressing the customers' needs.
- Lead complex commercial negotiations involving multiple stakeholders (R&D, Procurement, Legal), effectively managing and closing high-value deals.

- **Relationship Building & Customer Success**

- Act as a dedicated partner to clients beyond the signature. Proactively manage the relationship during and after project delivery to ensure high satisfaction and trust.
- Identify new needs within existing accounts to secure repeat business and drive account growth.
- Develop relationships with new clients with the clear ambition to eventually manage and grow a dedicated portfolio of strategic accounts.



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## Required qualifications

- **3-5 years of relevant B2B sales experience**, preferably in biotech, pharma/generics, life sciences or API manufacturing.
- **Process Knowledge:** Understanding of the drug development lifecycle, particularly the process development and manufacturing phases.
- **Client-Centric Mindset:** A strong commitment to customer success and a history of building long-term, recurring relationships with clients.
- **Sales Acumen:** A proactive self-starter capable of generating new business opportunities while maintaining the discipline to manage a pipeline and close deals effectively.
- **Educational Background:** Bachelor's degree in a scientific field (Chemistry, Biochemistry, Pharmacy, or related).
- **Languages:** Fluent in English. Spanish or other languages are a huge plus.
- Applicants must be eligible to live and work in the EU.

## Nice-to-Have

- Experience with biocatalysis or enzyme technology.
- Experience negotiating IP-related terms or service agreements.

## Application

To apply for this position, please send your CV along with a cover letter to  
[careers@zymvol.com](mailto:careers@zymvol.com).

Please include the job ID **BDL\_2025** in the subject.