



<https://newtoncolmore.com/job/business-developer-biotech-and-pharma-remote/>

Business Developer – Biotech and Pharma – Remote

Description

A growing techbio start-up in Spain is looking to make their first commercial hire as they ready their product for launch. This role can be either remote across Europe with the occasional trip to HQ in Spain, or hybrid and will focus on both the European and US markets.

This company has developed a novel instrument, a combination of hardware and software, that aims to significantly improve efficiency, accuracy, and performance within industrial processes. After perfecting this technology, they are now searching for a commercially minded scientist or engineer to join the team and help them hit their commercial goals and to spread knowledge of the product, what it can achieve, and the problems it solves.

As the business developer you will be responsible for the design and implementation of sales strategies that aim to establish and expand the company's presence in the market. You will be leading conversations and guiding customers through the sales journey, collaborating directly with the CEO and the CTO, for when things get technical. It will be your role to explore every possible opportunity within a market and territory, reaching out directly to biotech and biopharmaceutical companies that utilise bioprocessing technology.

This is a start-up, so the role can be tailored to the right person's experience level. It's a small team of highly skilled people, sharing a mission and passion.

To be considered for this exciting role you will need to have the following;

- Experience of selling products or services to biotech and biopharma organisations across process development, MSAT, drug substance development and have a full understanding of what these teams do on a day-to-day basis.
- Ideally some experience of building a sales pipeline from scratch; could be a new territory, a new product launch, or within a start-up.
- Because of the technical nature of this role, that focuses on solving a scientific problem, the right candidate should ideally come from a scientific or engineering background.

The company are offering competitive salaries tailored to you with uncapped variable, as well as excellent growth opportunities in a fast-growing company. They will provide you with all the tools you need to make this role a success and are working on a share options plan for their new hires.

For more details enter the recruitment process now and make an application. A consultant in the team at NC will then be in touch to discuss the role in full detail.

Newton Colmore is a specialist recruitment consultancy operating within the medical devices and deep tech sectors. We conduct bespoke searches for our clients across the globe. We are continually running searches across R&D and

Hiring organization

Newton Colmore Consulting Ltd

Employment Type

Full-time

Beginning of employment

ASAP

Duration of employment

Permanent

Industry

Biotech

Job Location

Barcelona, Copenhagen, Brussels, etc.

Remote work from: Spain

Working Hours

Monday to Friday – Remote or hybrid

Date posted

4th September 2026

Valid through

06.10.2026

Apply below or email directly:
matthew.lowdon@newtoncolmore.com

sales so take a look at our open roles on our website.