

Business Developer with a background in life science

Do you want to be at the forefront of cardiovascular drug development and Molecular Imaging? Are you eager to foster relationships and collaborations? And do you aspire to make a difference in preclinical research? If so, Minerva Imaging could be your next professional destination!

After a 30 % growth rate for 5 consecutive years, we are now expanding our Business Development (BD) team, which currently consists of 7 passionate members. With our vision of becoming a leading CRO for preclinical drug development for cardiovascular diseases (CVD), we are committed to answer to the growing interest from our collaborators. Therefore, we are looking to expand our team to keep up with the growing demand and new business development opportunities. Our new colleague will be responsible for outbound CVD sales, targeting both rodents and large animals, along with support of already existing collaborators. Hence experience within the CVD area is considered a strong advantage.

The Job

We are looking for a professional Business Developer with a background in life sciences and the ambition to contribute to further strengthening Minerva Imaging as the trusted partner for preclinical drug development for CVD and molecular imaging. What truly matters is your passion for the advancement and know-how of our scientific studies and your ability to foster long-term relationships with our collaborators. You are the type who enjoys riding the wave of change and is driven by creating results on the way to the goal.

Within the BD team, you will be responsible for outbound sales and a subset of collaborators and assist in the various tasks for the team. You will experience daily sparring and knowledge sharing across the team, which characterizes the way we work at Minerva Imaging.

You would specifically be working with following tasks:

- Outbound sales and cold calling
- Build and foster relationships with ongoing and new collaborators
- Initiate and drive meetings with collaborators
- Follow up on opportunities and drive sales processes
- Preparation and reviewing of contracts and proposals
- Planning and preparation of conference attendance
- Attendance at conferences worldwide
- Attendance at events for awareness of Minerva Imaging
- Supporting marketing and awareness activities
- Supporting the BD team in various tasks

Professional qualifications:

- Master degree in life sciences or similar, PhD level is an advantage
- At least 3-5 year of experience in biotech or pharmaceutical company, previous experience in Business Development is an advantage
- General understanding of preclinical research within cardiovascular diseases is an advantage
- Fluent in written and spoken English
- Experience with Salesforce or similar CRM systems
- Good understanding of MS Office and comfortable with Excel coding

Personal skills:

Team spirit is rooted in Minerva Imaging's values, and it is therefore crucial that you as a person can relate to the words *"Teamwork makes the dream work"*. Besides that, you are:

- Pragmatic and energetic
- Client oriented
- Structured
- Questioning and listening
- You are driven by the sales process
- Thrive in a changing environment

Minerva offers:

We believe in creating an agile working environment, so we have flexible working options including the option of working from home. We care about our employees' well-being and offer health insurance and a quality conscious lunch scheme and monthly social activities.

We are an informal organization with a strong focus on open and honest communication. We value humour and a natural care for one another.

Application:

Please submit your application to us no later than July 16th, 2025. The application must include a motivated cover letter and a CV addressing the listed qualifications. Applications will be evaluated continuously, hence do not hesitate to apply as we will hire when the right candidate has been found.

If you have questions regarding the position, please send an email to Department Manager, Philip Graasbøl Juul Pedersen at PHP@minervaimaging.com

About Minerva Imaging:

Minerva Imaging is a scientifically driven and integrated CRO and CDMO specialized in targeted radionuclide therapies. We focus on the use of advanced animal models within oncology, cardiovascular diseases, and in vivo molecular imaging for translational research and drug development.

We engage with our sponsors to understand their scientific questions and discuss how our methods and capabilities can provide answers. Our facility located in Ølstykke, Denmark offers best-in-industry fully integrated radiopharmaceutical research, drug development, and manufacturing services.

Minerva Imaging is an equal opportunity employer, and we encourage candidates of all backgrounds and experiences to apply.

Follow us on [LinkedIn](#) for the latest news updates or visit www.minervaimaging.com for more information.