

B2B Business Developer (bilingual in English & French or German)

If you are looking for a position in a growing company where you can take on a role of **lead B2B Business Developer** bringing in a broad range of premium medical writing and consulting projects to the team, keep reading! Be part of making a tangible difference in the lives of patients with rare disease!

Role

Azur Health Science are looking for an experienced **B2B Business Developer** to enable our growing team.

You will lead the development and retention of a customer portfolio across pharmaceutical companies, biotech and CROs, by representing the high-quality, premium services of Azur Health Science.

Azur's Mission

At Azur Health Science we are not only specialists – we are advocates. Historically, rare disease has been overlooked, often seen as too complex or unprofitable to address. Today we see incredible progress, but there is still much more to do.

Our mission is to be part of this progress by dedicating our expertise to this field. We aim to accelerate access to life-changing treatments for patients who have waited too long. Every rare disease deserves attention. Every patient deserves hope.

Key responsibilities:

- Source and qualify the most valuable leads across pharmaceutical companies, biotechs, and CROs
- Present, negotiate, and conclude appropriate commercial offers
- Ensure rigorous follow-up of business opportunities via our CRM
- Collaborate closely with the internal team (management, marketing, finance and medical writing)
- Maintain the post-sales customer relationships and strive to guarantee satisfaction
- Produce regular forecasts and reports on business development activity, pipeline, and results

Experience:

- Minimum 5 years of experience in B2B business development, ideally in the healthcare, pharmaceutical, or scientific services sectors
- Mastery of CRM tools and sales management

Qualifications:

- Bac+3 to Bac+5 training in business, marketing, communication
- Excellent oral and written communication, bilingual in English & French or in English & German

Skills & Attributes:

- Strategic and analytical mindset
- Ability to identify the most valuable opportunities and the right contacts
- For qualified leads, convince, negotiate and conclude contracts effectively
- Ability to form strong collaborative relationships
- Strong project management skills reflecting autonomy and the ability to build rapport, maintain relationships and close deals
- Autonomy, rigor and a sense of teamwork
- Resilience and creativity
- Ideally, a good understanding of the issues related to the healthcare or medical writing profession
- Discretion and respect for confidentiality in all professional interactions

Why Join Azur?

- A rare opportunity to lead a highly skilled team in a dynamic, customer-focused environment.
- Bring in impactful projects in rare disease and cutting-edge therapies.

Job Conditions

- **Location:** Mulhouse (preferred), France, or Germany — remote or hybrid work options available
- **Contract Type:**
 - France: Full-time, permanent (CDI), “cadre” with “forfait jours”
 - Germany: Full-time, permanent, 40 hours/week
- **Start Date:** January 2026
- **Salary:** Gross annual salary starting at 60 000 €
- Competitive compensation, benefits package, and performance-related financial incentives

If you are interested in this position, please email your tailored CV and covering letter to recruitment@azurhealthscience.com.

For more information on how we handle your personal data during the recruitment process, please refer to our Recruitment Privacy Policy: <https://azurhealthscience.com/recruitment-privacy-policy/>.