



WE ARE HIRING

## BUSINESS DEVELOPMENT & TERRITORY MANAGER

 Liege (Legia Park)

KiOmed Pharma is a specialty pharma company founded in 2012 and headquartered in Liège, Belgium. It specializes in the development, manufacturing, and distribution of medical-grade devices based on KiOmedine® CM-Chitosan, a patented, animal-free, bioresorbable biopolymer.

With the mission to address unmet medical needs in high-impact pathologies such as Osteoarthritis, Skin aging and Ophthalmic disorders, KiOmed Pharma's goal is to improve patients' quality of life through safe, effective, and innovative medical devices that leverage the unique properties of their proprietary chitosan-based technology.

In 2022, KiOmed Pharma launched KiOmedine<sup>vs</sup>one, for the symptomatic treatment of Knee OA which is already commercialized into 11 countries with the ambition to reach 30 countries by 2028 on all 5 continents.

**Located in Liège, Belgium, and composed of a fast-growing team, KiOmed Pharma is currently looking for a Business Development & Territory Manager.**

## MISSIONS

We are looking for a dynamic and results-driven Business Developer to accelerate our international growth and strengthen our partnerships.

The Business Development and Territory Manager (BDTM) manages business development and commercial activities to ensure geographical expansion, commercial launch and performance management with partners so to drive KiOmed revenues growth and profitability.

The BDTM identifies new business opportunities, builds strategic partnerships and manages the full business development (BD) process up to agreement sign off and commercial launch.

The BDTM manages the assigned territories, ensuring the operational profitability and efficiency of the business alliances in close collaboration with the partners and coordinating KiOmed resources and support activities when needed, while guaranteeing compliance with internal procedures, law and code of ethics.

## RESPONSIBILITIES AND TASKS

- Collaborates with the Chief Business Officer and the Chief Commercial Officer to develop business strategy and actions plan to maximize KiOmed's yearly revenue while ensuring long term profitability.
- Identifies and evaluate new business opportunities in existing and emerging markets and initiate prospections.

- Leads negotiations and close deals with potential new partners.
- Prepares, establishes and completes all agreements and related activities with commercial partners, including confidentiality agreements, distribution agreements, quality agreements, etc.
- Facilitates launch preparedness in supporting commercial partners during the registration process in collaboration with regulatory department; organizes and participates in training of the sales teams with appropriate promotional material and support launch events.
- Follows up and collaborates closely with business partners to manage local performance and continuous growth, conducting when needed field follow up and coaching to ensure proper engagement, product positioning and promotion.
- Tracks report KPI's on ongoing activities and the status of achieving business objectives and develop and activate recovery/alternative plans when needed.
- Ensures KiOmed Pharma's international visibility and attractiveness in international fairs and congresses.
- Manages current customers/suppliers' relations and set up prospects network for future businesses.
- Collaborates and coordinates when needed with the commercial, regulatory, quality, manufacturing, R&D, compliance, and other internal functions at KiOmed Pharma to ensure the promotion and sale of KiOmedine<sup>vs</sup>one in accordance with the regulatory and ethical requirements of the assigned territories.
- Is a key resource for supply chain management through providing accurate sales forecasts for existing and to be opened markets.

## PROFILE

- University degree in business, marketing, science or related field.
- Experience in the life science industry is preferred.
- Min. 10 years' experience in Business Development with proven track record in concluding deals resulting in significant increase in earned income.
- Account management experience with sales and profit performance track record.
- Ability to work independently and manage multi projects simultaneously in a fast-paced environment.
- Strategic thinking and problem-solving.
- Strong analytical, negotiation and communication skills.
- Ability to travel up to 25% of time.
- Languages:
  - Fluent in English
  - Spanish is a plus
  - French is a plus

## OFFER

- An opportunity to participate in the growth of a young, dynamic company in an innovative sector.
- An attractive package in line with the responsibilities and your experience.

**If you are interested by this proposition, please send your CV and motivation letter in English to the following address:**

**[Arnaud.Loriers@kiomedpharma.com](mailto:Arnaud.Loriers@kiomedpharma.com)**

**More Information :**  
[www.kiomedpharma.com](http://www.kiomedpharma.com)

