



## **Market Development Manager**

**(Life Science / Biotech area)**

### **The company**

Cilcare is a pioneering biotech company dedicated to advancing the field of auditory sciences with operational hubs strategically located in Montpellier, Paris, and Boston. The company has swiftly ascended to a leadership position on the global stage in the field of hearing science, exhibiting unique expertise in the preclinical and clinical evaluation of therapies for hearing; Our mission is to transform hearing care by providing preclinical research solutions that accelerate the development of drugs, gene therapies, cell therapies, and implantable devices targeting hearing disorders. Cilcare's team is experienced with a track record of over 100 deals worldwide and is composed of highly qualified doctors and engineers with rare skills including electrophysiology, electroacoustics, histopathology, micro-surgery of the inner ear, biology, clinical research, data science, and Artificial Intelligence. Its scientific excellence is recognized globally by renowned Key Opinion Leaders, some of whom are part of its Scientific Advisory Board.

"At the core of our mission is the unwavering commitment to enhancing the lives of patients by safeguarding or restoring a fundamental sense: hearing. This pursuit is not merely a business objective; it embodies a profound public health imperative. Throughout every facet of our organization, we recognize the weight of this responsibility."

### **The position**

We are seeking a dynamic **Market Development Manager** to join our business development team. In this critical role, you will drive global sales and revenue growth for Cilcare's External Innovation Platform, helping solidify our position as a leader in hearing disorder research and solutions.

**Position:** Market Development Manager

**Location:** Montpellier

**Reporting to:** Chief Operating Officer (COO)

**Employment Type:** Full-time



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### **Key Responsibilities**

- **Client Relationship Management:**
  - Develop and maintain Cilcare's comprehensive client database.
  - Build and nurture strong, long-term relationships with existing and potential clients.
  - Serve as a trusted advisor to clients by understanding their needs and delivering tailored value propositions.
- **Sales & Business Development:**
  - Proactively identify and prospect new clients in the biotech, pharmaceutical, and medical device sectors.
  - Develop and present value-driven proposals, including budget plans and deal structures.
  - Lead negotiations and close deals to drive revenue growth.
- **Strategic Collaboration:**
  - Collaborate with Cilcare's scientific experts to assess project feasibility, costs, and timelines.
  - Partner with the Marketing and Communication team to enhance marketing materials and campaigns.
- **Market Intelligence & Positioning:**
  - Stay ahead of industry trends and competitive intelligence to maintain Cilcare's leadership in hearing research.
  - Represent Cilcare at major industry events, conferences, and meetings worldwide to build brand visibility and establish thought leadership.
- **Client-Centric Planning:**
  - Develop customized development plans for clients, leveraging Cilcare's expertise in preclinical research for hearing disorders.
  - Ensure seamless project handovers and maintain satisfaction throughout the client journey.



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### **Qualifications and Skills**

- **Education & Experience:**
  - Bachelor's degree in life sciences and business skills, advanced degree in Biology/Pharmacology/Drug Development (e.g., MSc, PhD, MBA) preferred.
  - 5+ years of experience in business development, sales, or market development within the biotech, pharma, or medical device sectors.
- **Technical Knowledge:**
  - Understanding hearing research, preclinical studies, drug development or related fields is a significant advantage.
- **Core Competencies:**
  - English fluent
  - Exceptional communication and negotiation skills.
  - Proven ability to build and maintain relationships with a diverse client base.
  - Strong organizational and project management skills with attention to detail.
  - Ability to work collaboratively across teams and manage multiple priorities simultaneously.
- **Other Requirements:**
  - Willingness to travel internationally to represent Cilcare at events and meetings.
  - Super proficient in CRM tools and Microsoft Office Suite.

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**Join us and be part of a mission-driven organization shaping the future of hearing health solutions worldwide.**

To apply, please send your resume and cover letter to [careers@cilcare.com](mailto:careers@cilcare.com).