

NATIX S.A. belongs to the highly successful Belgian group Floridienne. Natix gathers **Life Sciences** activities & specializes in the **extraction and purification of natural molecules with high added value for innovative applications in pharma, nutraceutical, food, and cosmetic industries.**

Our **vision** is improving human well living by creating effective & innovative solutions, valorizing what nature offers and contributing to a more sustainable world.

We are looking for an experienced and motivated **Business Developer** to strengthen their team and contribute to the expansion of their activities on an international scale.

Business Developer – Pharma API (H/F)

RESPONSABILITIES

As the **Business Developer - Pharma API**, you will be responsible for the commercial development of pharmaceutical active ingredients (APIs) within the pharmaceutical sector. You will identify and develop new business opportunities in collaboration with internal teams and pharmaceutical companies.

Your main responsibilities include:

- Defining and implementing a growth strategy for API ingredients in key markets: PERT, anti-inflammation, gut health, and skin health.
- Identifying and leveraging new business opportunities internationally.
- Developing a strong network with pharmaceutical companies, biotech firms, and CDMOs.
- Supporting clients with technical and regulatory aspects.
- Ensuring regulatory compliance and assisting clients with the **Drug Master File (DMF)** process.
- Collaborating with internal teams (R&D, Production, Quality, Marketing, and Sales) to align the offering with market needs.
- Achieving sales targets and exploring new growth levers.

PROFILE

- You hold a **Master's degree in Life Sciences** or an equivalent qualification.
- You have an experience in **Business Development** within the **pharmaceutical industry**.
- You have an entrepreneurial mindset, are creative, structured and determined.
- You can build complex business cases and bringing it to life.
- You are **autonomous, organized, and result driven**.
- You are fluent in **English** (primary working language); knowledge of **French** is a plus.
- You are willing to **travel frequently** to meet clients.

If you are **based in Belgium**: Presence is required in **Villers-le-Bouillet** on **Wednesdays and Thursdays**, with an optional third day in **Waterloo or Villers-le-Bouillet**. Remote work is possible on other days.

If you are **based outside Belgium and in Europe**: This possibility is open for freelancers only. A minimum presence of **three days in Villers-le-Bouillet every two weeks** is required (travel and accommodation expenses covered).

OFFER

- A **permanent or freelance contract**.
- A **position** in an **innovative and growth-oriented** company
- A niche products range and high level of expertise.
- The chance to collaborate with passionate colleagues in a **human-sized company**.
- The possibility of evolving into a **key leadership role** in the future.
- The opportunity to contribute to **sustainable solutions** across various industries.
- A **competitive salary package**, tailored to your skills and experience.

INTERESTED?

Send your CV along with a cover letter to recruitment@pahrtners.be.

YOUR APPLICATION WILL BE HANDLED WITH
COMPLETE CONFIDENTIALITY.