

## **Business Development Manager for Computational Chemistry Platform**

**Barcelona, Spain (full-time)**

Nextmol is a spin-off company of the Barcelona Supercomputing Center. It develops a Software-as-a-Service platform that provides molecular modeling and artificial intelligence tools to accelerate the design of best-in-class and more sustainable chemicals.

We are looking for a Business Development Manager with experience in lead generation to help us to bring the platform to the chemical industry.

### **Requirements**

- MSc/PhD in Chemistry, Chemical Engineering, Physics or a related field.
- Experience in molecular modeling and cheminformatics in the field of physical chemistry, particularly in polymers and surfactants.
- Experience or motivation for a B2B Tech Sales career.
- Strong communication skills, and the ability to build and maintain relationships with clients.
- Ability to work autonomously while embracing seamlessly team collaboration.
- High level of English, both written and oral.

We will value experience in:

- Outbound prospecting and negotiation for lead generation.
- Using CRM and sales force automation systems.
- Writing technical marketing materials.

### **Conditions**

- Competitive salary, taking into account the qualifications of the candidate.
- Permanent contract.
- We are a small but very motivated team. You will be working in a growing company with great potential to advance personally and professionally.

### **Contact**

To apply for the position, please send your CV and a motivation letter to [info\[at\]nextmol.com](mailto:info@nextmol.com).

By submitting your information, you agree to Nextmol's [Privacy Policy](#).

For more information, visit our website <https://www.nextmol.com/>