

Business Development Manager (m/f/d)

VirusSure is a biotech company specializing in Virus & Prion Safety Testing of biopharmaceuticals. We are a GLP/GMP certified control laboratory that offers pathogen safety testing service to the global biotech industry.

Do you have a background in Life Sciences, a flair for translating science into business value, and are a natural networker and communicator? Then this Vienna-based position could be the right fit for you.

Your Role:

As Business Development Manager, you will be the face of VirusSure, presenting and discussing our biosafety testing services with biotech and pharma companies worldwide. You will work closely with scientific experts and act as an interface between clients and our internal teams.

Key Responsibilities:

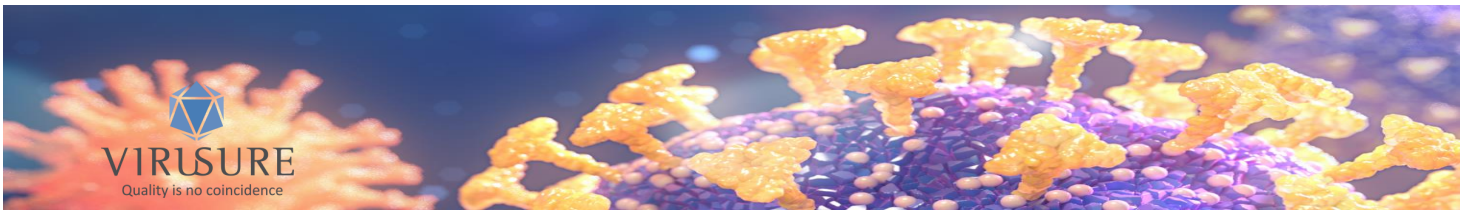
- Actively identify and develop new business opportunities, while supporting existing clients and nurturing long-term relationships
- Understand the client's scientific needs and translate them into tailored commercial proposals in the scope of biosafety testing
- Represent and present VirusSure at international conferences, trade shows, and client meetings
- Collaborate closely with Technical, QA, and Project Management teams
- This position involves regular international travel

Your Profile:

- Bachelor's degree in Life Sciences (e.g., Biotechnology, Biology, Biochemistry)
- 1-2 years of experience as a Business Development manager, Sales Specialist, or similar role in a life science or biotech company
- Ability to build strong relationships and communicate effectively with international clients
- Genuine interest in understanding the science behind biosafety testing and its regulatory framework
- Experience with CRM systems (e.g., Sales Force®)
- Excellent knowledge of English; German is an advantage
- Willingness to travel internationally
- Independent, proactive, and curious mindset

What we offer:

- Full-time position (40 hours) in an established company with a young and international team, flat hierarchies and short decision-making paths
- Training in Biosafety Testing and regulatory requirements
- A high degree of personal responsibility and a large amount of freedom to schedule your work
- Opportunities for career progression
- Regular team and company events in a relaxed atmosphere
- Minimum 2.800 gross per month, competitive salary based on qualifications and experience



How to apply?

If you are interested in this exciting position, a friendly working environment is important to you and you want to support our team, please send your CV to: Mrs. Dijana Doknic humanresources@virusure.com

For more information on VirusSure please visit www.virusure.com