

23<sup>rd</sup> September 2024, Amsterdam

**VACANCY: Business development manager**

VLCI provides accelerating and digital R&D services in the fields of paint & coatings, personal and home care, pharmaceuticals, agrochemicals, petrochemicals and polymers. We are a team of formulation enthusiasts, focused on the practical implementation of predictive formulation sciences (HSP and HLD), combined with HT screening. A growing and dynamic company with a unique business model in the world, serving small to multinational companies. Licenses are offered on our formulation webapps, containing the world's largest shared HSP and HLD datasets of commercial ingredients.

To assist us in the continues growth and further develop the business on our R&D services ([www.vlci.biz](http://www.vlci.biz)) and licenses on webapps ([www.prediapps.com](http://www.prediapps.com)), we are looking for a **business development manager**, with the following **job description**:

- Maintain current and develop new business relationships, and organize the customer relation management system
- Perform market studies to define trends and opportunities and align marketing campaigns
- Develop marketing materials, perform online marketing campaigns, attend relevant shows and organize/conduct tutorials, demos and workshops to increase visibility
- Translate customer demands into projects/licenses, and communicate with customers and colleagues on project management to ensure a good progress
- Provide input and implement the strategy of VLCI to achieve the yearly targets

The **job requirements/profile** are as follows:

- BSc/MSc in business or marketing of science (or strong affinity for); chemistry, formulations, materials, or data science (BSc/MSc in Science with business affinity can be an option too)
- Experience in business development of 1-5 years, digital transformation and proficiency in relevant designer software (Illustrator, Inkscape, WordPress, Adobe, etc.) and Microsoft Office
- Self-starter, excellent project management skills, good ability to work in an international environment, building relationships and closing deals
- Creative, out of the box and open mindset, flexible and willing to work in a small, dynamic company with an open culture and continuous growth
- Good and accurate communication skills, with good command of written and spoken English language
- Good understanding of the formulation industry and digitalization thereof

What we **offer**:

- Further developing and promoting our unique business model in the world
- Be part of an energetic, flexible and creative team to transform formulation and ingredient R&D at customers via webapps
- Salary is dependent on your knowledge and experience, bonus depends on overall performance of VLCI

If you are interested, please send your application letter and CV before 31<sup>st</sup> October 2024 to:

Sander van Loon, CEO, [info@vlci.biz](mailto:info@vlci.biz) (Science Park 301, 1098 XH, Amsterdam, The Netherlands).