



BUSINESS MANAGER LIFE SCIENCES

Location: Brussels

Are you ready to take your career to the next level?

Do you thrive in environments that challenge and inspire you?

Would you like to grow within a team that values both excellence and enjoyment at work?

What Will You Do?

Elmea Consulting is a brand of **Taleo Consulting**, dedicated to **transforming today's healthcare challenges into tomorrow's solutions**. As a consulting firm exclusively focused on the life sciences sector in Belgium, we support leading **pharmaceutical, biotech, medical device, and diagnostics companies** in delivering impactful products that truly make a difference for patients worldwide.

We are seeking individuals who **embody our core values** and who help us cultivate trust-based partnerships with our **clients** and **teams**.

As part of our ongoing development, Elmea Consulting is reinforcing its **Life Sciences division** and is looking for a **Business Manager** who is passionate about the **pharmaceutical and biotech ecosystem**, and who thrives in both **business development** and **consultant management**. Today, we're excited to welcome a **Business Manager Life Sciences** to join our growth journey and actively contribute to the expansion of our activities in the sector.

Your Responsibilities

As a Business Manager, you will play a key role in strengthening our presence within the Life Sciences industry:

Business Development

- Develop and manage a portfolio of clients within Pharma, Biotech, Medical Devices and Research.
- Identify project needs related to R&D, Quality, Regulatory Affairs, Manufacturing, Supply Chain, Validation, Engineering, etc.
- Negotiate contracts and ensure the profitability of missions (CDI & freelance).
- Lead commercial meetings and represent Elmea at industry events.

Consultant Management

- Recruit and onboard consultants specialized in Life Sciences.
- Match consultants with client needs (scientific, technical, regulatory).
- Ensure follow-up, career growth and satisfaction of each consultant.
- Maintain a long-term, trust-based relationship.



Strategic Growth

- Contribute to the development of the Life Sciences business unit.
- Analyze market trends and anticipate client needs in Pharma/Biotech/MedTech.
- Work closely with Talent Managers and leadership to build a strong, sustainable pipeline.

How do we imagine our future Business Manager ?

First experience as Business Manager / Account Manager / Sales Consultant in Consulting or staffing (Life Sciences is a strong plus).

Strong understanding of the pharma/biotech/medical devices environment (or strong motivation to learn).

Excellent communication and negotiation skills.

Entrepreneurial mindset, autonomy, resilience and result-driven attitude.

Trilingual preferred: FR/ENG/NL.

Ability to manage priorities, deliver under pressure and grow a business unit.

We attract top talent and empower them with the right environment to excel and drive collective success.

Why joining us?

Becoming part of Elmea Consulting means joining a **committed, human-sized, and fast-growing Life Sciences consulting community**. You'll work alongside passionate experts, gain exposure to leading pharmaceutical, biotech, and medical technology players, and benefit from an environment that encourages **continuous learning** and **meaningful career development**.

You'll have the opportunity to grow your expertise, take on new responsibilities, and build strong, long-lasting relationships.

If this resonates with you, and you're ready to evolve within a company that values **integrity, excellence**, and genuine **proximity**, we'd be happy to meet you.

What We Offer

- Competitive salary + commissions.
- A dynamic, agile and fast-growing Life Sciences consulting firm.
- Real career evolution: Senior BM, Business Unit Lead, or Talent & Business hybrid roles.
- Direct impact on projects that contribute to better healthcare outcomes.
- A supportive team with strong scientific expertise and industry knowledge.