

# GENB

YOUNG BIOVOICES  
FOR A SUSTAINABLE  
FUTURE

## BIOECONOMY *careers and skills of the future*

Career Sheet:  
Business  
Development  
Manager



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### About the career sheet

The career sheet serves as an awareness-raising tool for teachers and career counsellors. Specifically, it provides students concrete examples of jobs that are directly related to promoting Bioeconomy, elaborating on the skills needed to pursue a career in the field.

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## CAREER SHEET: BUSINESS DEVELOPMENT MANAGER



### YOUR NAME (YOUR POSITION, COMPANY)

My name is Luc van Schie, Business Development Manager at CarbExplore Research, a small biotechnology research company based in the north of The Netherlands. I studied Biomolecular Sciences at the University of Groningen and was skilled in molecular biology and lab work, but I soon transitioned to business development once I started working for CarbExplore. I am now responsible for the acquisition within the company, and I work together with a group of very knowledgeable scientists that execute the contracted work.



### OVERVIEW OF THE JOB

As a business developer, my role is to reach out to companies in the field that don't know us yet and explore common grounds for setting up a project. We mostly work on foods and cosmetics, so you can think of a project such as: we want to use enzymes to make our production processes more sustainable, but the enzymes don't work *in sync* yet, can you help us out with this?

And besides reaching out to potential new clients, I am responsible for customer relations management, which basically entails exploring new projects with existing clients.

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## WHAT INSPIRED YOU

I started out in a hybrid function, where I combine research in the lab (about using enzymes to make sustainable surfactants, basically soaps) with business development, under the supervision of the chief business officer. But soon I worked more and more on the latter.



## TYPICAL WORKING DAY

A working day as Business Development Manager can be very diverse! Reaching out to clients, having (online) meetings to either discuss project proposals or results updates, writing quotes, going to conferences or being on business trips to visit clients, invoicing.



## STUDY & CAREER PATH

For my Bachelor I studied Biology, with a major in molecular life sciences, after which I did a Master in Biomolecular Sciences. I enjoyed doing research and following courses within the biomolecular sciences domain, which I used during my internship to help grow a start-up in their path towards sustainability. Also, I am glad that I specialized in Science, Business & Policy, a specific track within the master. There I learned about business administration and consulting, and I was happy to see that the opportunities beyond academia looked far more interesting than I was led to believe!

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## KEY SKILLS

Analytical reasoning	Consulting
Critical thinking	Problem-solving
Administrative skills	Business analysis
Business development	Business intelligence
Business management	Business storytelling
Economics	Collaboration
Presentation	Social skills
Customer Relationship Management	Negotiation

With the skills needed for my current job, I can fulfill roles that involve contact with clients and potential customers in any kind of industrial sector, as long as it is interesting to me.



## CHALLENGES

The main challenge is to continually find new leads that lead to new projects (and thus signed contracts), which basically means you begin from zero every time you meet someone new.

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## WHAT YOU LOVE ABOUT YOUR JOB

As a business developer you bring in the work for your colleagues, the money for the company, and you help society when you see that the results that we generate get implemented. It is enjoyable, and I perceive myself to be the spider in the web.



## MOVING TOWARDS A BETTER WORLD

I can't really get into too much detail about our projects. We helped to optimize production processes, replaced a dietary thickener for one that does not need any farmland to grow, and improved a process that would save tonnes in raw materials to be shipped each year, all with molecular biology and microbiology at the core of these projects.



## YOUR ADVICE TO STUDENTS

Look beyond the academia, there are plentiful opportunities to contribute to a sustainable world.



## YOUR ADVICE TO TEACHERS AND PARENTS

What I encountered often within university, is a disparity between sustainability and business, as in, if you are working in business or commerce, you are only interested in gaining profits in the short term, which is perceived to be inseparably linked to pollution. I found that

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## Bioeconomy Careers and Skills of the Future

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sustainability and a capitalist mindset go hand-in-hand: by striving towards more efficient processes and more sustainable production, one becomes more profitable as well.



## LEARN MORE

<https://www.linkedin.com/in/luc-van-schie-4373a5178/?originalSubdomain=nl>

<https://carbexplore.com/>

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