

**ADRIA, Agro-Industrial Technical Institute
and Technology Resource Center is recruiting**

A business developer for validation of microbiological alternative methods

Your missions:

Attached to the Food Quality and Safety division, you will guarantee the development of a portfolio of activities and the management of the team through a continuous improvement approach.

Your missions will be to:

- Develop the turnover of your portfolio of products
- Develop client relationships and the portfolio of your activity
- Manage and supervise your collaborators in the realization of validation methods studies
- Lead and coordinate a portfolio of projects with respect to our customers' confidentiality. Work closely with our clients and members and represent ADRIA within professional networks
- Draw up development guidelines to meet client demands and market trends
- Carry out technical, regulatory and scientific monitoring and take part in standardization working groups and stakeholder committees related to validation methods.
- Contribute to the implementation and improvement of the quality management system

You are:

A graduate of an engineering school with a master's degree/PhD, specialized in microbiology, you have acquired significant experience in agri-food and/or diagnostics domains. Expertise in the ISO 16140 standards would be a plus.

- You have experience in food industrial microbiology, especially in diagnostic solutions (reagents or systems) for industrial applications for food industry
- You have experience in validation methods within AFNOR, Microval or AOAC processes
- You have good communication skills
- You have good knowledge of microbial standard methods
- You are familiar with the corporate network in the diagnostic field
- Your career path has demonstrated your results-oriented culture and your commitment to client satisfaction

Join us!

ADRIA is a COFRAC accredited and QUALIOPI certified ITAI and CRT technical center based in Quimper for over 50 years. ADRIA is a partner of the diagnostic industry at an international level for the validation and verification of alternative methods. It also offers R&D and analysis services, training, auditing and consulting services for companies in the various food industries at national and European levels. ADRIA, an independent center of expertise, contributes to improving the performance of players in the agri-food sector in the evolution of food.

Today, thanks to its evolution and expertise, it comprises 70 doctors, engineers, project managers, training consultants, study managers and technicians working in a structure equipped with a new L2 and L3 laboratory and a technological hall.

Why ADRIA ?

Joining ADRIA means contributing to its development dynamics and innovative ambitions. It also means joining an evolving structure, concerned with meeting the expectations of its members and clients.

While satisfying and staying as close as possible to our clients counts, the human aspect and well-being at work are at the heart of our concerns.

Terms and conditions:

- Permanent contract
- Position based in Quimper (France)
- Remuneration commensurate with experience

If you are interested in this position, we look forward to receiving your application very soon at recrutement@adria.fr