

Vacancy at AliveDx

Business Development Manager

AliveDx



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Requirements

- Over 4 years of experience
- In strategy consulting
- Strong strategic and analytical skills
- Skilled in commercial negotiation
- Independent and proactive executor
- Affinity with life sciences

 **Hilversum**

AliveDx supports laboratorians and clinicians in changing patient lives for the better. With its unique portfolio, the company delivers clinical and economic value – enabling faster diagnoses and providing streamlined, reliable workflows. As the focus shifts from development to sales, the Business Development Manager plays a pivotal role in accelerating growth and expanding strategic partnerships across Europe and beyond.

About AliveDx

AliveDx is a Swiss-based medtech company that develops in-vitro diagnostic (IVD) solutions for allergies, autoimmune diseases, and immunohematology. It employs around five hundred people at the headquarters and Clinical Business in Switzerland, the Transfusion Business in Scotland, and local commercial hubs. With over three decades of scientific experience, the company combines technical expertise with a growing international presence.

In recent years, AliveDx has undergone a major transformation. Following its transition from a publicly listed company to private ownership, it has restructured its teams, refined its technology, and sharpened its commercial focus. The product portfolio includes three core brands: MosaiQ, LumiQ, and Alba. Backed by five long-term investors – including NY and Boston based PE firms – the company is now rolling out its turnkey solution across global markets through both direct channels and a network of distributors.

Through IVDR certifications for its manufacturing sites and multiple CE marks under the updated framework, AliveDx continues to expand market access for its portfolio. Their main sites have also been certified as “Great Place to Work”, reflecting the company’s attention to both quality and culture.





Business Development Manager

Commercial momentum is growing rapidly, highlighted by the recent signing of a first long-term contract in the UK, evaluations completed at eighteen sites worldwide, and initial steps into the US market in anticipation of upcoming FDA approvals. This makes it the perfect time for a Business Development Manager to join the team and drive the establishment of new partnerships and license agreements, combining strategic insight with commercial execution.

Adding to the appeal of this role is the opportunity to work closely with Valerio Francati, Head of Business Development. With a background at Philips and a consulting track record at McKinsey and Plexus, Valerio has advised leading healthcare and pharma companies around the world. The Business Development Manager will work closely with him – not only gaining valuable insights from his experience, but also actively building the future of AliveDx with the Netherlands as a base together.

The responsibilities are both strategic and hands-on. The Business Development Manager identifies breakthrough growth opportunities across the portfolio and commercial channels, supported by market research and customer insights. By developing compelling business propositions, this role drives executive and investor alignment and secures strategic partnerships. Regular engagement with customers – including hospitals and laboratories throughout Europe – helps shape differentiating value propositions. Additionally, the Business Development Manager supports strategic planning and investment prioritization for the Board, accelerating portfolio expansion through major strategic deals and licensing agreements. Maintaining strong relationships with diverse stakeholders is key to building successful, long-term collaborations.

Working at AliveDx offers the opportunity to contribute to a fast-growing and innovative company with direct impact on healthcare and patient outcomes. The environment is dynamic and rewarding for those who take initiative, featuring clear communication and a streamlined, efficient organization that enables quick decision-making. Collaboration takes place with an international team across cities like Geneva, Paris, Edinburgh, and Stockholm. The role is based in the Netherlands and involves regular travel to the headquarters in Switzerland, as well as across Europe and the US for conferences, partnership meetings, and customer visits.

“There’s plenty of room here to bring forward your own ideas – and if they’re well-founded, to run with them. It’s a place where you can truly take ownership and help thousands of patients, doctors, and lab professionals with an innovation that genuinely moves healthcare forward.”

Valerio Francati,
Head of Business Development

This role is a strong fit for an entrepreneurial consultant with insight into how laboratories operate and what it takes to mobilize the broader stakeholder landscape around them. An understanding of this dynamic environment outweighs in-depth clinical expertise. What’s essential is a self-starting mindset, a hands-on approach, and the flexibility to navigate complexity with a problem-solving attitude.





Interested?

AliveDx is working with Top of Minds to fill this vacancy. To express your interest, please contact Roland Vetten at roland.vetten@topofminds.com or Remco Vlemmix at remco.vlemmix@topofminds.com.



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