

12th Sep 2017, Barcelona.-

4CT and IEC Core Lab are currently seeking for a Business Development Manager.

4 Clinical Trials is a boutique CRO specialized in small / medium size crucial trials, including phase I and pivotal studies. With more than 20 years' experience and with an exquisite project management approach, we have the key to quality data within scope and budget. IEC-Core Lab provides best Image-services in Oncology international studies, including Core Lab / central reading services.

4Clinical Trials and IEC-Core Lab work in partnership to provide first class service to Biotech, Pharma and CRO world.

We are looking for a dynamic BD Manager to support both companies to grow, improve an organization's market position and define long-term organizational strategic goals as well as build key customer relationships and identify business opportunities.

Job Description

The primary role of the Business Development Manager will be to prospect for new clients by networking, cold calling, advertising or other means of generating interest from potential clients.

Our candidate will also be required to grow and retain existing accounts by presenting new solutions and services to clients and will work very closed with our Head of Clinical Operations and Project Management at 4CT as well as the CEO and Medical Director of IEC.

The main duties will be:

1. New Business Development

- Prospect for potential new clients and turn this into increased business.
- Cold call as appropriate within your market or geographic area to ensure a robust pipeline of opportunities. Meet potential clients by growing, maintaining, and leveraging your network.
- Identify potential clients, and the decision makers within the client organization.
- Research and build relationships with new clients.
- Set up meetings between client decision makers and company's practice leaders/Principals.
- Plan approaches and pitches. Work with the team to develop proposals that speaks to the client's needs, concerns, and objectives.
- Participate in pricing the solution/service.
- Handle objections by clarifying, emphasizing agreements and working through differences to a positive conclusion.
- Drive the negotiation of deals, with the view of securing win-win scenarios for both client and company

2. Client Retention

- Present new products and services and enhance existing relationships.
- Work with technical staff and other internal colleagues to meet customer needs.
- Arrange and participate in internal and external client debriefs.

3. Business Development Planning

- Using knowledge of the market and competitors, identify and develop the company's unique selling propositions and differentiators.
- Identify opportunities for campaigns, services, and distribution channels that will lead to an increase in sales.
- Attend industry functions, such as association events and conferences, and provide feedback and information on market and creative trends.
- Present to and consult with mid and senior level management on business trends with a view to developing new services, products, and distribution channels.

4. Management and Research

- Submit weekly progress reports and ensure data is accurate.
- Track and record activity on accounts and help to close deals to meet these targets.
- Work with senior management to ensure that prerequisites (like prequalification or getting on a vendor list) are fulfilled within a timely manner.
- Ensure all team members represent the company in the best light.
- Research and develop a thorough understanding of the company's people and capabilities.
- Understand the company's goal and purpose so that will continual to enhance the company's performance.

Education and Qualifications

- ✓ 3+ years proven/successful sales experience in clinical research, preferably in CROs and/or Pharma
- ✓ Experience in working in the CRO environment (any role) is mandatory
- ✓ High level of English is required
- ✓ Strong relationships with decision-makers in large and midsized pharma and CROs
- ✓ Relevant Life Science degree will be an asset
- ✓ Minimum travel will be required

If you are interested in this position, please contact us at:

4clinicaltrials@4clinicaltrials.es

+ 34 622119889

Closing date: 20 Oct 2017