

Job Summary:

We are looking for an ambitious and energetic Business Development Manager to help us expand our clientele. You will be the front of the company and will have the dedication to identify and provide analysis for evaluating new business opportunities.

Supervisory Responsibilities:

- None.

Duties/Responsibilities:

- research and identify new business opportunities - including new markets, in/out licensing, collaborative research and development agreements, joint ventures, growth areas, trends, customers, partnerships, products and services - or new ways of reaching existing markets
- have a good understanding of the businesses' products or services and be able to advise others about them
- seek out the appropriate contact in an organization
- generate new leads, identify and contact decision-makers, screen potential business opportunities, select deals in line with strategies, and facilitate pitch logistics
- develop and implement overarching outbound sales and business development strategy, sales processes, structure, and best practices across the company
- meet with customers/clients face to face or over the phone
- foster and develop relationships with customers/clients
- understand the needs of your customers and be able to respond effectively with a plan of how to meet these
- think strategically - seeing the bigger picture and setting aims and objectives in order to develop and improve the business
- work strategically - carrying out necessary planning in order to implement operational changes
- monitor and evaluate industry trends and customer drivers, and meet regularly with managers and stakeholders to discuss strategy
- draw up client contracts
- manage proposal response process, including detailed RFP requirements, content creation, and inputs from various sources
- support deal structure and pricing with business-value analysis, and negotiate prices for proactive bids and proposals
- maintain and share professional knowledge through education, networking, events, and presentations

Required Skills/Abilities:

- Successful track record in B2B sales and negotiation in the Biotech fields
- Excellent verbal and written communication skills
- Experience in sales techniques
- Proficiency in data analysis, forecasting, and budgeting

- Proven ability to plan and manage resources
- Excellent strategic, problem solving, and analytical skills.
- Ability to think through hypothetical situations and concepts and to identify risks and weaknesses in various business processes.
- Proficient with Microsoft Office Suite or related software.

Education and Experience:

- Bachelor's degree in Business Administration, Operations Management, Life Sciences, or similar field required; Master's degree preferred.
- Minimum of five years of management experience with at least two years in a risk management position required.

Travel: 20-30%