



Senior Business Development Manager/Director

Department	Business Development
Designation	Senior Business Development Manager/Director
Basic qualification required	B.S. or B.A. strongly preferred
Experience	2 - 6 Years
Location	U.S.-remote
Brief JD	<ul style="list-style-type: none"> • Secure and retain business through proactive sales activities directed at decision-makers and influencers. • Establish relationships with potential biotech & pharmaceutical companies & CRO partners that result in RFPs and eventually new sales. • Using a collaborative sales approach, emphasizes the strengths of each service offering as well as combined programs with the goal of winning new business. • Plan and generate the business inquiries/ leads/ RFPs primarily for phase II-III clinical research trials. • Report sales related activities within designated sales management system. • Create, maintain, and coordinate printing of marketing and sales materials including brochures, industry posters, handouts, and tradeshow materials. • Collaborate with proposal & contract teams in response to Requests for Proposals (RFPs). • Provide input to business development leadership based on territory and industry knowledge to achieve sales targets, sales strategies, and sales plans for phase II-III clinical trials. • Assist with the creation, implementation, and maintenance of client communication tools, including e-mail announcements/messages and website contents. • Manage assigned and develop new accounts to achieve monthly and annual sales targets. • Collaborate with internal experts and use their extensive knowledge as consultants to help close new business. • Develop account-specific sales techniques to sell Cliantha's services to new and existing customers. • Support and where appropriate, actively participate in the Company's Total Quality Plan (TQP).



- Prepare and lead sales presentations.
- Ability to prioritize opportunities and build a backlog of new clinical trial pipeline.
- Network within industry to build relationships in biotech & pharmaceutical organizations where appropriate.
- Develop comprehensive sales plans based on clinical research industry-wide pipeline.

Interested candidates can send their resume at kstowe@cliantha.com