



### Lead - BD (Clinical Trials)

Department	Business Development
Basic qualification required	B.Pharm / B.Sc with Management Degree
Experience	10 Yrs +
Brief JD	<ul style="list-style-type: none"><li>As a Clinical Trials Business Development Manager you are responsible for developing sales for a defined territory, customer target list, and/or achieving sales goals on a monthly, quarterly and annual basis.</li><li>We're looking for a dynamic sales person with extraordinary leadership, negotiation, and customer service skills; as well as excellent verbal and written communications skills.</li></ul> <p><b><u>Key Responsibilities</u></b></p> <ul style="list-style-type: none"><li>To meet all Company standards with respect to selling skills, product knowledge, account and region penetration, competitive knowledge of market and competition, understanding.</li><li>Sets strategies and demonstrates a tactical sales plan with each account that, results in the achievement of projected sales targets.</li><li>Purposefully solicit sales from prospective customers within the region as well as seeks deeper penetration into existing accounts.</li><li>Plans and organizes a monthly work schedule to achieve optimum efficiency.</li><li>Acts in a consultative capacity, assists customers to facilitate problem resolution as well as formulate a vision of adapting company services to their own requirements and specifications.</li><li>Demonstrates ability to close sales as evidenced by length of sales cycle, efficiency of sales process, and number of contracts signed.</li><li>Assists in collections of accounts receivable on an as needed basis.</li><li>Performs other duties and responsibilities as assigned.</li></ul>

Interested candidates can send their resume at [dmirchandani@cliantha.com](mailto:dmirchandani@cliantha.com)