



POSITION

Department	Business Development
Basic qualification required	B.Pharm / M. Pharm, M.Sc, MBA
Experience	6 – 10 years
Brief JDs	<p>Job Description :</p> <ul style="list-style-type: none"> • Responsible for the overall business development activity for Cliantha and Specifically looking after Pharma, Biotech industry and Identifying client for the services offered by Cliantha • Driving business growth for early phase and supporting 50 CR business in the assigned region. • Managing complete sales by developing new business opportunity, commercial negotiation, and contract closure and revenue collection. • Reviewing the technical agreement, MSA, NDA/CDA, commercial agreement & quote/Rate contract. • Resolving commercial query for internal & external customer, through regular interaction. • Prepare budget, business & sales projection, strategic planning, and executing new business strategy in the market.