



## Sr. Manager-Business Development

Department	Business Development
Basic qualification required	Bachelor's Degree in Marketing
Location	USA (Remote)
Experience	2-3 Years
Brief JD	<p><b>Job Duties:</b></p> <ul style="list-style-type: none"><li>• Follow up on inbound leads, call lists, web inquiries and other prospects.</li><li>• Mine/prospect database to provide potential client contacts to Business Development team for follow-up.</li><li>• Collect and analyze market data to assist with business strategy.</li><li>• Create, maintain and coordinate printing of marketing collateral including stationery, brochures, business cards, posters, handouts, proposal templates and tradeshow materials.</li><li>• Assist with creation, implementation and maintenance of client communication tools, including e-mail announcements/messages and website contents.</li><li>• Manage assigned accounts and achieve monthly and annual sales targets.</li><li>• Work in cooperation with the HTR Liaison team and provide client support when needed.</li><li>• Publish weekly reports of all generated sales activity using the CRM.</li><li>• Develop account-specific in-house sales techniques to sell Hill Top's services to new and existing customers</li><li>• Support and actively participate in the Company's Total Quality Plan (TQP) to achieve the vision of the Company</li></ul>



### **Job Qualifications:**

- Bachelor's Degree in Business, Marketing or related field; excellent written and verbal communication skills; computer literacy with competency in MS Office applications including Outlook, Word, and Excel and ICH-GCP with late phase clinical trials/ drug developments

### **Skills and Abilities Required:**

- Minimum Five years of demonstrated previous business success in sales/marketing management, pharmaceutical industry, CRO business development, and/or clinical operations management (pertaining to late phase clinical trials only)
- Excellent English verbal and written communications skills
- Excellent interpersonal skills with the ability to influence, convince and persuade
- Effective organizational skills
- Strong customer service orientation
- Willingness to travel as required (approximately 60%) for conference and to meet clients
- Demonstrated ability to establish credibility with sophisticated customers in the clinical research community
- Highly motivated and independent producer and ability to effectively target account and achieve results through a daily action plan
- Knowledge of clinical research in the private sector with strong analytical skills
- Ability to create and execute revenue generating marketing initiatives
- Excellent personal, teaming, organizational and project management skill



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|  | <ul style="list-style-type: none"><li>• Ability to interact with Business Development team members and/or sites in a positive and cooperative manner</li><li>• Highly energetic, with strong organization skills and ability to multi-task and prioritize various activities.</li></ul> |
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Interested candidates can send their resume at [kstowe@cliantha.com](mailto:kstowe@cliantha.com)