



## Job Description

<b>Department</b>	<b>Business Development</b>
<b>Designation</b>	<b>Director of Business Development</b>
<b>Location</b>	<b>Los Angeles, California, USA or West Coast USA</b>
<b>Basic qualification required</b>	<ol style="list-style-type: none"> <li>1. Bachelor's Degree, preferable in science of business; MBA or other graduate degree preferred.</li> <li>2. Five years of demonstrated previous business success in sales/marketing management, pharmaceutical industry, CRO business development, and/or clinical operations management.</li> <li>3. Excellent English verbal and written communication skills.</li> <li>4. Effective organizational skills.</li> <li>5. Strong customer service orientation.</li> <li>6. Ability to travel as required (approximately 60%).</li> </ol>
<b>Experience</b>	<b>5+ Years</b>
<b>Brief JD</b>	<ol style="list-style-type: none"> <li>1. Generate annual sales target objectives in support of the corporate budget.</li> <li>2. Identify present clients; analyzing needs and making recommendations of services.</li> <li>3. Develop and maintain assigned client relationships using the highest professional standards.</li> <li>4. Perform searches and develop bids that meet both the present clients' and prospect's requests.</li> <li>5. Analyze the market, prepare and present sales forecasts; present the clinical research market status in terms of services, costs, delays and recommendations.</li> <li>6. Prepare appropriate documents.</li> <li>7. Dispense training to employees on activities related to his work.</li> <li>8. Communicate progress of activities and projects including results, actions to be taken and recommendations.</li> <li>9. Plan and coordinate client's requests by ensuring conformity with the client specifications</li> </ol>