



Job Description

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