



FRONTAGE

POSITION TITLE: BUSINESS DEVELOPMENT ASSOCIATE

LOCATION: BOSTON

Reports to: Vice President

Position Summary: Secure and retain business through professional, consultative, proactive sales activities directed at key decision makers.

Supervises: None

Qualifications:

Proven track record at mid-level and high-level contacts, target revenue levels in the multi-millions
Excellent business/industry awareness and a thorough understanding of industry trends and impact on the business

Solid understanding of commercialization and the principles of drug discovery and development

Excellent analytical skills in assessing and interpreting customer business data

Ability to maintain demanding timelines

Ability to influence others internally and externally

Adaptability and flexibility to changing priorities

Demonstrated ability to work creatively in a fast-paced environment

Attention to detail and ability to work simultaneously on multiple priorities

Ability to work independently and as a team player

Excellent skills using Microsoft Office Suite: MS Powerpoint, MS Word, and MS Excel

Requirements:

- Bachelor's degree in Business Management or Sciences. Master's degree is considered an asset
- 1-2 years related experience, including relevant industry (CRO/ Pharmaceutical) is considered an asset
- Proven business development experience in promoting Bioanalytical and/or DMPK services is ideal
- Proven record of accomplishment of annual sales goal of at least \$2M
- Established Rolodex of client network and industry relations is preferred