



POSITION TITLE: SR. DIRECTOR, BUSINESS DEVELOPMENT
LOCATION: U.S. BASED

Position Summary: The Sr. Director, Business Development for Early Stage Clinical will work within a defined territory in pharmaceutical, biotech, and clinical research organization to expand business with existing clients and establish business relationships with new clients.

Responsibilities:

- Secure and retain business through professional, consultative, and proactive sales activities directed at key decision makers
- Maintain general knowledge of all Frontage services for appropriate cross-sell opportunities
- Continued awareness of competitive activities, positioning and pricing, which includes specific reasons for awards and non-awards
- Analyze potential opportunities and develop sales plans for each target account, develop in-depth knowledge of the customer organization
- Ensure appropriate strategy/solution is proposed to customer. Monitor actions and results against plans
- Lead all client visits to the Frontage facilities
- Coordinate with scientific and operations staff to present comprehensive proposals
- Work with operations and management team to prepare and lead the sales presentation. Educate team participants in customer culture, operational needs/methods and sales techniques needed to close the sale
- Handle follow-up related to the sale and drive completion of contractual documents
- Maintain high visibility within customer organization. Monitor customer satisfaction by regular communication with customer
- Plan and coordinate all customer sales activities
- Record all customer sales related (opportunities, Change Orders, CDA, MSA, Site Visits, Face to Face Meetings, etc.) activities in CRM (SALESFORCE) system
- Be an ambassador of Frontage and its team within and outside of the organization

Requirements:

- Bachelor's degree in Business Management or Sciences. Master's degree is considered an asset.
- 5-7 years related experience, including 3-5 years of relevant industry (CRO/Pharmaceutical).
- Proven business development experience in promoting at least one or more of the following services are a MUST: Early Stage Clinical and/or Bioanalytical
- Excellent business and industry awareness, and a thorough understanding of industry trends and impact on the business
- Strong analytical skills in assessing and interpreting customer business data
- Solid understanding of commercialization and the principles of drug discovery and development
- Demonstrated ability to work creatively in a fast-paced environment, and to maintain demanding timelines
- Ability to work independently and as a team player
- Excellent skills using Microsoft Office Suite: MS PowerPoint, MS Word, and MS Excel
- Attention to detail and ability to work simultaneously on multiple priorities
- Adapt and be flexible to changing priorities.
- Proven record of accomplishment of annual sales goals Proven track record at mid-level and high-level contacts, target revenue levels in the multi-millions
- Established industry client network is preferred