

West Coast Business Development Manager (m/f) USA (Remote)

ImaBiotech is an international contract research organization (CRO) specialized in bioanalytical service located in USA and Europe to support pharmaceutical and biotech companies. ImaBiotech's mission is to provide the latest technologies and scientific expertise to measure all cellular responses that will elucidate drug efficacy and reveal the high potential of new therapies. In order to measure these parameters, we developed robust methods to quantify the exact amount of drug in specific targeted cells in human and animal models.

The Business Development Manager is responsible for developing profitable new sales within an assigned portfolio of accounts or geographic region. Fosters key business relationships with potential new and existing clients. Develops client-specific strategies and solutions to increase sales and meet expectations for profitability and client satisfaction. Collaborates closely with the Head of Business Development-US, the Executive Leadership Team and other Business Units.

Principal Responsibilities and Duties:

- Prospect, introduce and successfully sell ImaBiotech's capabilities to new and existing clients to create new business towards the achievement of targeted annual goals
- Generate sales leads, cold-call prospective clients and set client meetings
- Understand client business initiatives, as well as their individual research needs and cultural environments
- Develop client relationships and drive revenue
- Prepare and deliver effective proposals to clients
- Effectively manage pipeline, activity and goals
- Negotiate contracts with clients with a focus on company profitability goals and objectives
- On-going account management, including client contact with all managerial levels to determine candidate's fit for the assignment and viability to support specific current and future client needs.
- Attend industry specific conferences and participate in industry specific networking groups
- Ensure a high level of communication and customer service with potential and existing clients
- Lead business development meetings with new and existing clients; ensure timely responses and follow-up to both internal and external clients
- Enter, update and maintain accurate data within CRM
- Maintain engagement throughout the project implementation lifecycle to ensure client goals are effectively implemented and customer satisfaction is maintained

Qualifications & Skills:

- BS or BA degree in sales, marketing or a business-related discipline, in addition a background in science is essential.
- 3+ years of experience in business development, sales, emphasis within the contract research organization area
- Demonstrated success growing business and achieving revenue targets
- Established network and extensive customer and competitor knowledge within industry
- Effective presentation, communication and interpersonal skills
- Ability to multi-task effectively in a fast-paced environment to meet deadlines, prioritize and balance workloads
- Strong analytical and strategical skills and proven ability to work within a global and matrix organization
- Strong business acumen, proposal strategy and negotiation skills
- Ability to work in a team environment
- Ability to recognize, anticipate, and analyze complex problems and envision successful solutions

- Willingness to travel, up to 25-30 %
- Authorized to work in the USA

Job offer reference: BDMEP03

For more information visit our website www.imabiotech.com

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