

## BUSINESS DEVELOPMENT MANAGER

**Location:** Glasgow, UK

**Salary Range:** £35,000 to £45,000

### About the role

Formedix is looking for an experienced and technically astute Business Development Manager to help drive sales revenue across Europe and the US. Although predominantly office based, it's estimated that up to 1 in every 4 weeks will be spent traveling Europe and the US on sales trips, client engagement and conference attendance.

### Responsibilities include:

- Identify new business opportunities - including new markets, growth areas, trends, customers, products and services
- Seek out the appropriate contact in an organisation
- Generate leads and cold call prospective customers
- Create and maintain sales pipeline
- Understand the needs of your customers and be able to respond effectively with a plan of how to meet these
- Think strategically - seeing the bigger picture and setting aims and objectives in order to develop and improve the business
- Negotiate and draw up client contracts
- Manage all sales activities in HubSport CRM system
- Have a good understanding of the businesses' products or services and be able to advise others about them
- Discuss promotional strategy and activities with the marketing department
- Be prepared to travel 1 in every 4 weeks on sales trips, client engagement and conference attendance.

### Ideal candidate - what are we looking for?

- Previous experience in the life sciences industry (highly advantageous)
- Self-starter with a can-do attitude who can hit the ground running
- Strong and confident communicator - written and verbal
- Ability to build and maintain strong business relationships
- Significant experience in outbound sales in a business to business environment
- Skilled problem solver, able to handle challenging calls and questions
- Able to handle rejection and keep persevering
- A positive approach, with the patience and drive to succeed at long-term sales opportunities



## **About Formedix**

Formedix is a supplier of clinical trial automation software and services based on clinical data standards ([www.cdisc.org](http://www.cdisc.org)). Contract Research Organizations (CRO), pharmaceutical, and biotechnology organizations work with Formedix to conduct clinical trials more efficiently, automating otherwise manual and time-consuming tasks. Our clients benefit from significant reduction in study conduct and analysis.

Formedix boasts an impressive international customer base with the majority of our clients based in the US. Formedix On, our flagship solution, is complemented by a range of professional services that utilize emerging clinical data standards and leverage the vendor-neutral partnerships we have established with leading technology vendors within the industry.