



**NEW CHALLENGES.  
NEW OPPORTUNITES.**

### ***Delivering First Class Clinical Packaging Solutions***

CSM is a global company with five sites across the U.S. and Europe dedicated to clinical trial supplies. Our innovative solutions highlight our flexibility in managing our clients' clinical trials and allow us to efficiently and quickly deliver medicines to patients in need. Regardless of the size or complexity of the project, CSM will expertly manage the clinical supply chain.

CSM's only focus is clinical trial supplies, which means 100% of our infrastructure is dedicated to making sure our clients' investigational medical products are packaged, labeled, and shipped on time and with the highest regard for quality. CSM is designed to be agile, which for clients translates to confidence that CSM is ready to meet their clinical trial needs regardless of conditions.

We understand our work within the clinical trial process could not happen without our dedicated employees.

Our growing company is currently seeking a highly motivated and enthusiastic

## **Business Development Director (US)**

### **Main Responsibilities**

- ▲ Identifies prospective clients and contacts, generates sales calls and schedules meetings, coordinates and attends sales presentations to clients and prospective clients
- ▲ Sells CSM solutions to qualified contacts and performs solutions based presentations to current and prospective clients
- ▲ Maintains the CRM system by making regular client courtesy calls, canvassing clients by telephone, through web referrals, and updates the contact database with accurate information
- ▲ Ensures that all clients are knowledgeable about CSM's services through sales and marketing efforts that include regular sales calls to develop relationships and formal presentations with prospective clients
- ▲ Obtains new requests for proposals and forward them to the Contracts & Proposals team for processing
- ▲ Partners with the Contracts & Proposals team to ensure contracts including CDA's, MSA's, quotes and work orders meet required timelines
- ▲ Responds to all client needs and follow through on all requests
- ▲ Partners with Quality Assurance and Regulatory Affairs to schedule audits
- ▲ Participates in industry conferences and tradeshows to identify and meet prospective clients and increase industry awareness of CSM's Services
- ▲ Assists with the development of marketing materials, messages and sales campaigns as needed
- ▲ Provides ideas and solutions for future business development endeavors and pursues opportunities that will lead to increased sales
- ▲ Meets with the Business Development team to communicate new business leads,

### **This position is Remote**

At CSM, we provide competitive compensation and a complete benefits package. If you have the desire to work hard and play your part in making a difference in the lives of patients participating in clinical trials, we want you to apply today by submitting your resume to: [apply@csmondemand.com](mailto:apply@csmondemand.com).





## NEW CHALLENGES. NEW OPPORTUNITES.

scheduled sales trips, business/client issues, signed contracts and other relevant information

- ▲ Performs other related job duties or responsibilities as assigned.

### Education and Experience

- ▲ Degree in Business, Marketing, Communications or related.
- ▲ 3 – 5 years of experience selling in the pharmaceutical industry.

### Skills

- ▲ A thorough understanding and background in Clinical Supplies, Marketing, Sales and Business Development principles and processes
- ▲ Excellent knowledge of the pharmaceutical and biotechnology industry related to clinical supplies processes
- ▲ Ability to actively pursue assignments, evaluate situations, adapt to change and make decisions in a timely manner
- ▲ Superior verbal, written and interpersonal communication skills
- ▲ Detail oriented and self-motivator who takes the initiative to work independently and with the team
- ▲ High regard for confidentiality in dealing with all clients, proprietary and pharmaceutical related information
- ▲ High level of interpersonal and communication skills to work effectively across the organization and outside the organization with customers, suppliers, legal counsel, and affiliates both domestically and internationally
- ▲ Self-motivated with exceptional time management skills to prioritize work and meet deadlines
- ▲ Ability to develop effective working relationships with associates at all levels to influence others and foster a cooperative work environment across the organization
- ▲ Good working knowledge of Microsoft Office products.

---

### This position is Remote



At CSM, we provide competitive compensation and a complete benefits package. If you have the desire to work hard and play your part in making a difference in the lives of patients participating in clinical trials, we want you to apply today by submitting your resume to: [apply@csmondemand.com](mailto:apply@csmondemand.com).