

More than a job. We make the DIFFERENCE.

JOIN US!



To strengthen our Operations department, our fast-growing company is currently seeking a highly motivated and enthusiastic

BD Manager, BioSample Services

This position is remote based with preference given to candidates on the East Coast and West Coast.

Main responsibilities

- Target, research, identify and contact prospective clients to schedule, coordinate, and attend sales presentations and meetings for the purposes of selling Biomedical Sample Management solutions
- Sell Biomedical Sample Management solutions to current and prospective clients by performing solutions-based presentations
- Actively manage the sales process from developing the initial value proposal through providing solutions ensuring profitability is ethically maximized
- Maintain the CRM system by making regular client courtesy calls, canvassing clients by telephone and through web referrals, and updating the contact database with accurate information
- Manage and respond to all inquiries as they are received into the organization from internal and external sources
- Meet with the Business Development team to communicate new Biomedical Sample Management business leads, scheduled sales trips, business/client issues, signed contracts and other relevant information
- Partner with the applicable internal teams and oversees the negotiations process with clients to ensure contracts including CDA's, MSA's, quotes and work orders meet required timelines and business terms
- Build strong, long-term relationships with clients and prospective clients through effective networking by participating in industry conferences and tradeshows and increasing the industry's awareness of our Biomedical Sample Management
- Ensure existing and prospective clients are knowledgeable in our Biomedical Sample Management solutions as a result of regular sales calls providing the updates on improvements and changes to Group and Division strategies, capabilities, and service offerings
- Obtain new requests for proposals and forwards them to the appropriate internal teams for processing
- Respond to all client needs and follow through on all requests
- Partner with internal teams to schedule audits, and to support and improve the quality of service offering to clients
- Assist with the development of marketing materials, messages and sales campaigns as needed
- Provide ideas and solutions for future business development endeavors and pursues opportunities that will lead to increased sales
- Perform other related job duties or responsibilities as assigned

Education and Experience

- 5-10 years' experience selling in a business-to-business environment within the pharmaceutical and/or biotechnology industries
- Preferred experience within the Clinical Trials industry related to biological or pharmaceutical samples storage, central laboratories and/or Clinical Research Organizations
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Skills

- An understanding and background in Clinical Supplies, Marketing, Sales and Business Development principles and processes is a plus
- A thorough understanding of the Clinical Trials industry related to biological or pharmaceutical samples storage, central laboratories and/or Clinical Research Organizations
- Demonstrable record of consistent achievement of results and sales targets
- Knowledge of the pharmaceutical and biotechnology industry related to clinical supplies processes is a plus
- Ability to actively pursue assignments, takes initiative, evaluate situations, adapt to change and make decisions in a timely manner
- Superior verbal, written and interpersonal communication skills to work effectively across the organization as well as interact all applicable stakeholders
- High regard for confidentiality in dealing with all clients, proprietary and pharmaceutical related information
- 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
- Working Knowledge of Salesforce and/or other CRM system

At CSM, we understand our work within the clinical trial process could not happen without our dedicated employees. That's why we are striving to provide our employees with a challenging working environment which still promotes a work-life balance. We provide competitive compensation and a complete benefits package.

If you have the desire to 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: hr@csmondemand.com
