

More than a job. We make the **DIFFERENCE.**

JOIN CSM!



Our fast-growing company is currently seeking a highly motivated and enthusiastic:

Associate Business Development Manager

This position is West Coast Remote based with preference given to candidates in the San Francisco Bay Area, Oregon or Washington

Main Responsibilities

- Identifies prospective clients and contacts, generates sales calls, schedules meetings, coordinates and attends sales presentations with clients and prospective clients
- Assists the Business Development Director in selling CSM solutions to clients and prospective clients by performing solutions-based presentations
- 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
- Obtains new requests for proposals then partners with the Contracts & Proposals team for processing ensuring contracts including CDA's, MSA's, quotes and work orders meet required timelines
- Responds to all client needs and follow through on all requests
- Participates in industry conferences and tradeshows to identify and meet prospective clients and increase industry awareness of CSM's Services
- 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, scheduled sales trips, business/client issues, signed contracts and other relevant information
- Performs other related job duties and/or responsibilities as assigned

Skills and Knowledge

- Degree in Business, Marketing, Communications or related field of study required
- 1-2 years of experience selling within the pharmaceutical industry required
- A thorough understanding Clinical Supplies, Marketing, Sales and Business Development principles and processes
- Excellent knowledge of the pharmaceutical and biotechnology industry with a focus on clinical supplies
- Ability to actively pursue assignments, evaluate situations, adapt to change and make decisions in a timely manner
- Superior verbal, written and interpersonal communication skills required to work effectively with key stakeholders including internal and external customers, suppliers, legal counsel, and affiliates domestically and internationally
- Detail oriented initiator who can work independently and within a team
- 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 foster a cooperative work environment

Company Highlights

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
