



NEW CHALLENGES.

NEW OPPORTUNITIES.

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

Regional Account Specialist

Main Responsibilities

- ▲ Identifying prospective clients and contacts by generating sales calls and coordinating and presenting sales presentations
- ▲ Traveling throughout the West Coast selling CSM solutions to qualified clients and contacts
- ▲ Working with the Contracts & Proposals team to complete requests for proposals and other client specific documents to ensure completion in an accurate and timely manner
- ▲ Partnering with Quality Assurance and Regulatory Affairs to schedule audits
- ▲ Maintaining the CRM system by updating the database with accurate information
- ▲ Contacting client and prospective clients by making regular client courtesy calls, canvassing clients by telephone, and through web referrals
- ▲ Participating in industry conferences and tradeshows to identify and meeting prospective clients
- ▲ Performing other related job duties as assigned

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





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Skills

- ▲ A degree in Business, Marketing, Communication or related field required
- ▲ 3-5 years of experience selling services within clinical trial space
- ▲ Knowledge of drug development and the phases involved in the clinical trial process are a must
- ▲ Previous experience working with processes and procedures related to clinical supplies, Marketing, Sales and Business Development is essential
- ▲ Ability to maintain confidentiality at all times regarding clients' proprietary and pharmaceutical related information
- ▲ Proven ability to pursue and close business to business sales
- ▲ Must have superior time management skills with the proven ability to prioritize tasks and effectively react to rapid change
- ▲ Must understand current Good Manufacturing Practice (cGMP)
- ▲ Must be able to work independently, actively pursue assignments, evaluate situations and make timely decisions to achieve company goals and timelines
- ▲ Excellent written, verbal and interpersonal communication skills are required
- ▲ Experience working with Microsoft Office and computer equipment is a must

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