

NEW CHALLENGES. NEW OPPORTUNITIES.

Our growing company is currently seeking a highly motivated and enthusiastic
SALES MANAGER

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.

Main tasks and responsibilities

- Develop sales in the UK territory
- Identify prospective clients and contacts, generate sales calls and schedule, coordinate and attend sales presentations to clients and prospective clients
- Sell CSM solutions to qualified contacts and perform solutions based presentations to current and prospective clients
- Maintain the CRM system by making regular client courtesy calls, canvassing clients by telephone, through web referrals, and update the contact database
- Ensure 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
- Obtain new requests for proposals and forward them to the Contracts & Proposals team for processing
- Partner with the Contracts & Proposals team to ensure contracts including CDA's, MSA's, quotes and work orders meet required timelines
- Partner with QA and Regulatory Affairs to schedule audits
- Participate in industry conferences and tradeshows
- Assist with the development of marketing materials, messages and sales campaigns as needed
- Provide ideas and solutions for future business development endeavors and pursue opportunities that will lead to increased sales

Skills

- Degree in Business, Marketing, Communication or related / 3-5 years of experience selling within the Pharmaceutical industry
- A thorough understanding and background in Clinical Supplies, Marketing, Sales and Business Development principles and processes
- Detail oriented and self-motivator
- High regard for confidentiality
- High level of interpersonal and communication skills
- Self-motivated with exceptional time management skills
- Ability to develop effective working relationships with associates at all levels to influence others and foster a cooperative work environment across the organization
- Knowledge of the pharmaceutical and biotechnology industry and clinical supplies processes
- Ability to plan, develop and coordinate multiple projects
- Good knowledge of Microsoft Office products and Salesforce

This position is based in UK.



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