



Ihre Personalagentur
für qualifizierte Fachkräfte
in der klinischen Forschung



The pleasure of working with people is the basis of our success!

We have specialized in recruiting of professionals for the Pharmaceutical industries, the field of Life Sciences and Health Care in the DACH region for over 10 years. Our client is an international midsize CRO with locations all over Europe. They are currently entering and establishing themselves in the new markets in Europe and have an exciting opportunity to join their team as a

Global Manager Business Development (w/m)

Office-based in Munich or home based

[JobID: PS9H1]

Main Responsibilities

- To generate leads with new clients and source appropriate contacts to facilitate potential meetings and new business proposals
- Strategically building new relationships across Europe and cultivation of existing relationships with current Sponsor Accounts to ensure repeated and expanded business
- Organization and execution of face-to-face Sponsor visits, accompanied by senior operational staff as appropriate
- Meeting and exceeding agreed growth and sales targets, expanding CROs' sponsor base and market penetration
- To represent the company at international meetings
- To recognize sales barriers and develop methods to overcome them
- To collaborate and coordinate activities with the Clinical Solutions and Business Development Unit

Qualification

- BA/BS degree in a scientific discipline, advanced degree preferred
- Two to five years' experience in a CRO/pharmaceutical industry with an understanding of clinical trial processes and related services needed to bring a drug to market
- Must have strong business acumen, excellent interpersonal, communication, and networking skills, and have demonstrated sound decision making skills and autonomy in past positions
- Fluent English required, plus fluent German and/or French or a second EU language
- Flexibility to spend approximately 50% of sales time traveling

We are looking forward to receiving your online application with the possible start date and expected salary

[Jetzt bewerben](#)