

Jobs Available
Title: Business Development Specialist
Company: B. Braun Medical Inc.
Location: Irvine, CA

Job Purpose:

Responsible for contributing to the Company's strategic objectives of revenue growth, market leadership and quality customer service through the sale of BTC services to targeted account, and the development of new clients. Aids in exceeding established sales objectives.

Essential Functions:

Manage relationships with clients, consultants and sell services through sales meetings, trade shows/conference attendance as well as organizing seminars.
Handle new opportunities, qualification of leads
Conduct sales presentations, host demonstrations as well as handle identification and close sales opportunities
Manage new accounts/opportunities including routine contacts, discern service concerns and forecast future activity
Expand service offering and explore new opportunities within existing/new accounts
Provide a consultative sales approach by emphasizing value-added sales, service and financial savings
Oversee sales forecasting and reporting processes
Record contact information for customers and prospects
Ensure accurate and timely communication of sales forecasts and activity.

Qualifications/Guidelines:

Experience/Training/Education/Certification

Required:

BS in Life Sciences or Business/Marketing
1+ years of CRO business development experience (both direct sales and sales management roles) selling to the biotechnology, pharmaceutical, academia, government and NGO industries
Minimum 3 years of successful experience in a business environment
Experience in a key CRO/pharmaceutical operational function (e.g. data management, clinical operations, laboratory and pre-clinical)

Knowledge:

Proven success in managing accounts and implementing programs.
Experience in dealing with people at all levels.
Proven sales and management track record of business development within the clinical research sector.
In depth understanding of the early drug development process

Skills/Abilities:

Ability to gather market intelligence and recognize market opportunities and willing to take risks when opportunity knocks
Proficiency in computers/technology (MS Excel, PowerPoint and MS Project as well as other similar project management tools)
Ability to build and manage customer relationships through a consultative sales approach
Excellent communication skills in English (written and oral)
Superb networking, influencing, negotiation, problem-solving, time management and account management skills
Dependable, flexible, detail-oriented and self-motivated along with the ability to be self-managed

Special Requirements: Willingness to travel (up to 10%)

How to apply: www.bbraunusa.apply2jobs.com