



Director, Business Development

Position Overview:

The Director, Business Development is responsible for calling on pharmaceutical, biotech, and device companies to promote Firma's full portfolio of services. Develops sales solutions and strategies to maximize sales growth across the multiple functional lines offered by Firma. Effectively identifies, pursues, and expands new and existing business opportunities, while enhancing relationships with existing clients. The Director, Business Development collaborates with operations team to develop long-term solutions and respond to new and existing business development opportunities. The Director, Business Development may be an employee, or a consultant may fill this role for a given period.

Primary Responsibilities and Essential Functions:

To perform this job successfully, incumbent must be able to satisfactorily perform the essential functions of the role without or with reasonable accommodations. Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions.

- Conduct daily "cold calling" of prospective new clients.
- Daily review of industry publications to identify business development opportunities.
- Develop and cultivate long-term client relationships resulting in the expansion of client base, increased awareness of company capabilities and services, and revenue growth.
- Participate in consultative sales initiatives by collaborating with Operations and Leadership teams to create sales/marketing materials, participate in capabilities presentations / bid defenses, and attend industry conferences.
- Follow through and close opportunities generated through the Operations team.
- Identify and attend key conferences and trade shows to increase company visibility and expand business opportunities.
- Generate revenue and gross profit in accordance with sales goals set by Leadership Team.
- Work closely with Operations and other departments to develop and train on strategic sourcing.
- Comply with relevant company Standard Operating Procedures (SOPs).
- Track all business development activity within company database.
- Effectively manage pipelines and prospect information utilizing business intelligence reporting.
- Create client proposals and budgets.

Note: This is not intended to be an exhaustive list of duties and responsibilities. There may be other duties as assigned.

Qualifications Including Education, Experience, and Skills:

- Bachelor's Degree or equivalent and relevant formal academic / vocational qualification
- At least 5 years of business-to-business sales experience required; 2 years of experience in



Firma Clinical Research
<http://www.firmaclinical.com>

Clinical Research business development required.

- Understanding of the pharmaceutical and medical device industry is required. Familiarity with drug and device development process is preferred.
- Excellent Customer relationship building skills
- Financial and analytical acumen with the ability to evaluate study development and financial impact of solutions
- Experience in using Salesfore.com and Clinical Lead Generation Tools: Zymewire
- Strong analytical and computer skills with key office product software, and contact management software
- Must be detail oriented with ability to organize and structure tasks
- Excellent written and verbal communication skills.
- Position requires 40 – 50% travel

H2O Clinical and Pharma Start, d/b/a Firma Clinical Research reserves the right to modify, interpret, or apply this job description as appropriate in its business judgment. This job description does not mean that these are the only duties, including primary responsibilities, to be performed by the employee occupying this position. Employees will be required to perform any other functions or duties assigned to them by management. This job description is not an employment contract, implied or otherwise. The employment relationship remains "at will."