

USA-BASED

DIRECTOR, BUSINESS DEVELOPMENT

Title: Director, Business Development

Reports to: VP, Marketing and Business Development

Minimum Qualifications:

- Degree in life sciences, MBA/MS or BS/BA
- Minimum of 2 years experience in preclinical CRO
- Track record of high, consistent sales or meeting revenue targets
- Possess excellent organizational skills and attention to details
- Possess excellent sales presentation skills
- Must be self-motivated - working on a team, and individual initiative
- Availability for frequent domestic travel
- Ability to adapt to different working hours

Preferred Qualifications:

- Sales experience in contract toxicology and or/bioanalytical, biotech and CROs
- Possess strong computer skills, particularly Power Point and Publisher
- Possess strong technical writing skills
- Availability for international travel
- Familiarity with current preclinical CRO trends and competition

Business Development Functions:

- Expand sales in North America West Coast Region
- Manage key commercial accounts
- Serve as liaison between operational groups and clients
- Prepare and develop proposals
- Generate contract/task order prior to initiation of study
- Maintain and project accurate revenue forecasts

Marketing Functions:

- Identify trends and provide market feedback to upper management to assist in strategic growth
- Lead generation: Identify leads and opportunities pipeline
- Attend CRO-focused trade shows, conferences, and networking events

Email or fax your resume today to:
HR@frontierbsi.com or (301) 515-5562