

Business Development Manager

A recently established collaboration between Trial Masters and a UK-based CRO with offices across central and Eastern Europe requires a business development manager to follow up existing and develop new business opportunities with sponsors requiring phase II and III clinical trials across central and Eastern Europe.

The successful candidate will combine a thorough understanding of the clinical trials market with the proven ability to generate new business opportunities from sponsors wishing to conduct clinical trials in this geographical area. A requisite of the role will be to gain a deep understanding of the combined organisation, to work closely with the company management and to develop a clear and coherent strategy for the generation of revenue generating opportunities.

The manager can be located anywhere in Europe although reasonable access to a major airport hub would be advantageous. The manager would be expected to spend the initial part of the contract working in a company office in order to develop an understanding of the company philosophy and internal procedures.

The remuneration will be largely results-based although a monthly salary will be paid.

Job Description: Business Development Manager for Trial Masters / Talisker Project Management

Title: Business Development Manager

Reports to: Directors of Trial Masters and Talisker

Based at: home-based / flexible

Job purpose:

To establish new, and to follow up and develop existing business opportunities.

To develop and implement a clear and coherent strategy for the generation of revenue generating opportunities.

Key responsibilities and accountabilities:

Formulate an overall business development strategy in conjunction with company directors

Establish and maintain a computerised customer and prospect database.

Plan and carry out marketing activities to agreed sales targets, budgets and timescales.

Respond to and follow up sales enquiries by post, telephone, and personal visits.

Maintain and develop existing and new customers.

Monitor and report on activities and provide relevant management information.

Carry out market research, competitor and customer surveys.

Liaise and attend meetings with other company functions necessary to perform duties and aid business and organisational development.

Skills and Specifications

- good interpersonal, communication, presentation and networking skills
- confident and mature
- numerate with good understanding of budgets
- convincing background in or extensive knowledge of clinical drug development

- proven ability to generate business opportunities
- computer literate with good understanding of software tools

Education and Qualifications

Educated to degree level, ideally conversant in several European languages, but primary qualification is the proven ability to generate new business

Personality: Self-driven, results-oriented with a positive outlook, and a clear focus on high quality and business profit. A natural forward planner who critically assesses own performance. Mature, credible, and comfortable in dealing with senior company executives. Reliable, tolerant, and determined. Empathic communicator, able to see things from the other person's point of view. Well presented and business-like. Sufficiently mobile and flexible to travel up to a few days a month within Europe. Keen for new experience, responsibility and accountability. Able to get on with others and be a team-player.

Personal Situation: Must be mature and domestically secure. Able to spend one or two nights away per month without upsetting domestic situation. Able to commute reliably to office base. Able to work extended hours on occasions when required. Must have clean or near clean driving licence.

Specific Job Skills: Able to communicate and motivate via written media.

Computer skills: Must be adept in use of MS Office 2000 or later, particularly Excel and Word, and ideally Access or similar database to basic level, Internet and email.

Literacy and Numeracy: Able to understand profit and loss calculations and basic business finance, e.g., gross margin percentages and calculations, depreciation, capital and revenue expenditure, cash-flow, overheads, etc. Must be a very competent writer of business letters, quotations and proposals.

Business and Selling Skills: Must be an excellent face-to-face and telephone communicator. Able to demonstrate success and experience managing major accounts customers and large contracts or even a business, particularly achieving genuine sales development. Ideal background would include experience of drug development in the pharmaceutical industry.

Management Ability: No direct reports are envisaged in the short to medium term but people-management skills and the ability to work as part of the Trial Masters and Talisker teams is critical.

Applications: CV and cover letter in English should be sent to Dr Andy Broadhurst at andyb@taliskerprojectmanagement.com. For further information please call +44 (0) 1590 622835