

JOB DESCRIPTION

Job Title	Director, Business Development
Department	Business Development
Major Responsibilities	<ul style="list-style-type: none"> • Promote and sell Acclaim Pharma Services and Mediprobe Research services to meet and/or exceed established sales targets • Build and establish client relationships • Develop and maintain prospect database • Lead and develop the targeted account business plan and build and establish client relationships • Attend internal meetings as required • Work closely with Executive Management in exploring partnership on drug development program • Work closely with President on marketing strategies, advertising and growth opportunities (such as analytical capabilities, chamber, selection of markets) • Effectively manage account relationships and leading the Project Management team in order to deliver business results • Work with the Quality Assurance group in the development/revision and implementation of Standard Operating Procedures as required • Ensure compliance with appropriate SOP's, GCP and ICH guidelines • Participate in training sessions • Execute other duties as may be required by the President.
Reports to	Chief Executive Officer and/or the President
Communications	<ul style="list-style-type: none"> • Liaison with Clients • Updates to management
Requirements	<ul style="list-style-type: none"> • Completed postsecondary degree or diploma in a healthcare related discipline or equivalent work experience • 2 - 4 years solid sales experience in the CRO industry; experience with selling clinical services (Phase 1-IV) • Solid sales track record meeting or exceeding financial goals in CRO or biotech industry • Knowledge of CRO industry and drug development process • Established client contacts in the CRO industry • Proven ability to develop and build and maintain effective relationships • Proven and solid project management experience; ability to handle multiple projects of a complex nature • Strong attention to detail and exceptional follow-up skills • Excellent communication (verbal and written), interpersonal and negotiation skills are essential • Self starter, energetic with initiative, professionalism • Conflict management skills • Strong sense of urgency and commitment • Strong administrative skills • Solid organizational skills with the capacity to prioritize and multi-task • Strong team and customer service orientation with ability to work in a fast paced, growing environment • Ability to maintain information in confidence and exercise good judgment • Ability to travel extensively • Demonstrated technical competence with MS Word, PowerPoint, Excel, Internet, and Lotus Notes

This job description should not be constructed to imply that these requirements are the only duties, responsibilities and qualifications for this position. Employee may be required to follow any additional related instructions, acquire job skills and perform other related work if deemed necessary.