

Business Development Director

JOB POSTING #17-008-BDD

Job Department: Business Development

Location: Chapel Hill, NC - USA

Job Type: Full Time

Position Description:

We are looking for a Business Development Director to manage customer expectations with a view to ensuring long term relationships, sustain and grow sales, reach or exceed agreed sales target, contribute to brand awareness and work closely with the Director of Business Development.

This job position is full-time and requires presence in our Chapel Hill, NC Location.

Principal responsibilities include:

- Identify, contact and visit potential clients and partners
- Manage and develop accounts
- Communicate regularly and network with client representatives and key industry people
- Seek out requests for information (RFIs) and requests for proposal (RFPs)
- Maintain overall responsibility for the preparation of own budget proposals and to liaise with project management and the relevant C&P Manager in the finalisation of proposals.
- Present/ moderate/ facilitate at bid defence meetings and other company presentations
- Progress confidentiality agreements, master service agreements, and contracts or service orders with clients
- Collaborate with and hand over new projects to project managers
- Attend and exhibit at conferences
- Participate in weekly Business Development meetings
- Ensure the company CRM is updated as needed for companies relevant to territory in terms of contact information, meetings and activity

Ideal Candidate Profile:

- Previous experience in business development within the Clinical Trial Sector
- Talent for selling and negotiating
- Ability to use Microsoft Office and CRM
- Excellent Customer services skills
- Another foreign language, advantageous but not essential
- Excellent presentation skills
- Ability to prepare reliable documents accurately
- Talent for communication, creativity, proactivity and customer orientation

To apply for this position, send your CV, along with a cover/presentation letter, to hrcros@crost.com with "Research code 16-008-HRA" in the subject line.

ABOUT CROS NT: Founded in 1992, CROS NT is a data-driven Contract Research Organization (CRO) providing services from feasibility to clinical study reporting for Phases I-IV and medical device trials. CROS NT's services include regulatory consultancy, monitoring, data management, biostatistics programming & analysis, pharmacovigilance and medical writing – and accompanying eClinical applications (data visualization, EDC, IWRS, eCOA/ePRO etc.). All services are underpinned by strong clinical and biometrics project management with offices located in Europe, the USA and India.