



ASSOCIATE DIRECTOR of BUSINESS DEVELOPMENT, EUROPE

JOB POSTING #16-019-DBD

Job Department: Business Development & Marketing

Location: Home based in Europe

Job Type: Permanent, Full-time employment

Position Description:

To support the business growth and increase European sales, we are looking for an experienced and autonomous Ass. Director of Business Development.

Principal accountabilities include:

- Accountable for sales target for assigned territories
- Review and edit budget proposals for all sales opportunities in the assigned territories
- Present/facilitate at bid defence meetings and other company presentations
- Progress confidentiality agreements, master service agreements, and contracts or service orders with clients, partners and vendors.

Ideal Candidate Profile:

- 4-6 years' experience selling full-service CRO services
- Experience working in a multi-business and intercultural environment

To apply for this position, send your CV, along with a cover/presentation letter, to hrcros@crosnt.com with "Research code 16-019-DBD" in the subject line.

ABOUT CROS NT: CROS NT is an international Contract Research Organization (CRO) specialized in biometrics services including Biostatistics methodology, programming and analysis, Clinical Data Management, Medical Writing and Clinical Technologies (EDC, ePRO, IWRS, CTMS). Founded in 1992, CROS NT is well-established in delivering quality, timely and cost-effective services for pharmaceutical, biotechnology and medical device companies as well as academic institutions, associations and other CROs. CROS NT's hallmark is the high level of attention it gives to each and every study regardless of size. We excel in communication and quality and on-time deliverables. Our value proposition is offering a combination of superior biometrics services integrated with innovative technology solutions. We have offices in the UK, USA, Germany and Italy.