

Senior VP Commercial

JOB POSTING #16-008-SVC

Job Department: Business Development

Location: Chapel Hill, NC - USA

Job Type: Full time

Position Description:

We are looking for a Senior VP commercial to help develop and ensure successful implementation of a business development strategy for our company, keep abreast of developments in other companies within our Holding with a view to supporting their business development efforts in North America and sustain and grow sales through one's own efforts and through effective collaboration with the CCO, VP, Director of Business Development and Marketing. This job position is full-time and requires presence in our Chapel Hill, NC Location.

Principal responsibilities include:

- Accountable for ensuring a stable and increasing client base for the company
- Review and comment an annual budget and the cost proposals
- Meet a personal sales target as agreed with the CCO
- Share leads, business ideas and best practices
- Work with CCO and Operations to ensure products/services available continue to be appropriate and meet market needs
- Identify contact and visit potential partners
- Review and approve company presentation slide sets, marketing campaigns and marketing material
- Work with Marketing to determine best use of marketing budget
- Promote strategic selling concepts to BD team
- Attend and exhibit at conferences
- Attend and contribute to certain Steering Committee meetings

Ideal Candidate Profile:

- At least 7 years previous experience in business development within the CRO industry
- Bachelors degree or equivalent
- Ability to use Microsoft Office tools and company's CRM and ERP systems
- Talent for selling and negotiating
- Excellent presentation skills
- Good Management skills (time, budget, people)
- Ability to prepare reliable documents accurately
- Good communication, creativity, decision making and customer orientation skills

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.