

Business Development Manager

Job Department: Business Development

Location: Home-based (Europe)

Job Type: Permanent, Full time

Position Description:

An opportunity has arisen for an experienced Business Development professional to join our European BD team. As Business Development Manager, you will use a pro-active, professional and consultative approach to identify and win new business within assigned European territories.

Principal responsibilities:

- Secure new and repeat business
- Accountable for achieving sales target for assigned territories
- Review and edit budget proposals for sales opportunities
- 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

Skills and Experience Required:

- Proven sales experience within a Biometrics or full-service CRO, selling statistics, data management, programming and medical writing services
- Thorough understanding of the clinical trial process
- Excellent communication and presentation skills
- Excellent written and spoken English
- Ability to prepare accurate documents

To apply for this position, send your CV, along with a cover/presentation letter, to careers@crosnt.com with the job position in the subject line.

CROS NT CAREERS

As a global Contract Research Organization (CRO), CROS NT enhances clinical trial outcomes and optimizes vendor oversight with data-driven services and solutions. With over 25 years in business, CROS NT relies on its heritage in data-centric solutions to provide expert biometrics and data science services (data management, biostatistics programming and analysis), medical writing, pharmacovigilance, regulatory consultancy and clinical project management and monitoring. We have offices in Europe, the United States and India.

People are at the heart of CROS NT's philosophy, which is focused on providing a centre of excellence to its customers, and we believe in empowering our employees to think differently, work creatively and challenge the status quo. At CROS NT, you really can make a difference.

We are committed to providing the very best career development opportunities that encourage you to progress in the direction of your strengths and aspirations, so whether you're looking to develop your technical expertise, project leadership or line management skills, we work with you to help you achieve your goals.