Associate Director/Director, Business Development, Data Sciences Staffing Solutions / Clinical Research, EMEA

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Company: IQVIA

Location: Copenhagen

Category: other-general

Join us on our exciting journey!

IQVIA™ is The Human Data Science Company™, focused on using data and science to help healthcare clients find better solutions for their patients. Formed through the merger of IMS Health and Quintiles, IQVIA offers a broad range of solutions that harness advances in healthcare information, technology, analytics, and human ingenuity to drive healthcare forward.

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The Data sciences department can provide FSP solutions and stand-alone services for biostatistics, statistical programming, clinical data management and medical writing for Research and development activities.

FSP solutions means that instead of outsource study by study we outsource function by function. We can provide different FSP models that we customize to fit clients' expectations, ranging from a simple staff augmentation requirement to a hybrid FSP model with staff oversight and transfer of processes.

Responsibilities

• Work with management to identify target customers, markets and services that matches the company's Data Sciences Staffing capabilities. Participate in the analysis and definition of efficient, cost effective and creative solutions which help the customer become more competitive.

• Work on large FSP deals for Back-end Services

• Prioritize current opportunities to align with organization's stated goals and objectives.

• Provide support of standardized and creative proposals in response to customers' expressed needs. Follow up on proposals to customers. Maintain customer, proposal, and contract database/tracking systems. Monitor actual versus contracted performance on an ongoing, proactive basis. Evaluate progress towards new business development and corporate revenue goals.

• Develop relationships with both IQVIA' traditional customer base and non-traditional/new customers and markets.

• Work directly with IQVIA BD and Operations colleague to help customers understand IQVIA's

Staff Augmentation and Managed Staffing

• Maintains an advanced technical understanding of IQVIA service offerings and provides "Best practice" advice and solutions throughout sales cycle.

• Work across company's service lines and with sales teams to cross-promote and respond to RFPs as well as develop internal relationships needed to identify and fulfil customers' staffing needs in the Data Sciences area.

• Handle customer inquiries and requests for information from both internal and external customers in a timely manner.

• Support sales and marketing services by attending, participating, and speaking at trade shows and industry conferences.

• Identify and provide strategic information to support Business Development's annual plans.

• Provide support and refine pricing algorithms to facilitate and standardize proposal budgeting process.

• Establish and manage an effective sales strategy to maximize growth of the Data Sciences Staffing business with European customers.

• Utilize established industry network to assist junior sales staff in relationship development and to identify potential business opportunities.

• Continuously monitor status of Customer Account Plans and business targets to ensure a pipeline of opportunities is maintained.

• Collaborate with Senior Management and functional managers as needed to identify operations team members for proposal defense meetings.

• Actively participate in proposal preparation meetings and/or proposal defense meetings as needed.

• Represent respective Sales Team to Senior Management on key business updates related to sales activities.

• Research and identify target customers, build relationships, perform customer, strategic analysis, and execution of implemented plans for assigned region.

Requirements

At least 8 years' experience as a BD Director in a CRO environment

Understanding of the clinical process (PH I – IV).

Ideally extensive knowledge across Data Sciences, Safety and Medical

Solid understanding of the principles of drug discovery and development.

Demonstrate ability to work creatively and effectively in a fast-paced environment.

Attention to detail and ability to work simultaneously on multiple priorities.

Excellent skills using Microsoft Office Suite.

Ability to influence others both internally and externally.

Ability to work independently and as a team player.

Ability to establish and maintain effective working relationships with co-workers, managers, and clients.

Strategic business and industry awareness and the ability to translate emerging industry trends relevant to the organization.

Adaptability and flexibility to changing priorities.

Excellent presentation, communication, and negotiation skills.

Experience and ability to progressively coach and mentor employees.

Why Join?

You can drive your career at IQVIA and choose the path that best defines your development and success. With exposure across diverse geographies, capabilities, and vast therapeutic and information and technology areas, you can seek opportunities to change and grow without boundaries.

We know that meaningful results require not only the right approach but also **the right people**. Regardless of your role, we invite you to reimagine healthcare with us. You will have the opportunity to play an important part in helping our clients drive healthcare forward and ultimately improve human health outcomes.

It's an exciting time to join and reimagine what's possible in healthcare.

Moving healthcare forward. Together.

IQVIA is a strong advocate of diversity and inclusion in the workplace. We believe that a work environment that embraces diversity will give us a competitive advantage in the global marketplace and enhance our success. We believe that an inclusive and respectful workplace culture fosters a sense of belonging among our employees, builds a stronger team, and allows individual employees the opportunity to maximize their personal potential.

IQVIA is a leading global provider of advanced analytics, technology solutions and clinical research services to the life sciences industry. We believe in pushing the boundaries of human science and data science to make the biggest impact possible – to help our customers create a healthier world. Learn more at

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