

Business Development Director (Clinical Research Services)

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Company: Parexel

Location: Denmark

Category: other-general

When our values align, there's no limit to what we can achieve.

We are looking for a seasoned Business Development Director responsible for selling clinical trial solutions Ph II and III, identification, targeting, and securing new business across all SBUs, through professional, consultative, proactive sales activities directed at decision-makers and decision influencers. S/he Drives the entire sales process in close collaboration with the Solutions Consultants and Commercial Operations and ensures smooth transition to delivery. S/he will execute on her/his territory/Account sales strategy to gain market share in the Biotech client segment, and build high levels of customer satisfaction and loyalty.

New Business Acquisition

Actively and consistently prospect and leverage potential new business opportunities within specified customer account(s)

Analyze and prioritize potential opportunities and develop strategic sales plans for each target account

Ensure appropriate strategy/solution is proposed to customer

Lead proposal strategy and development in collaboration with Business Operations to ensure client needs are addressed and resourcing/pricing is appropriate to win the business and meet margin targets

Work with Solutions Consultant and Finance to agree on appropriate pricing strategy

Educate team participants in bid pursuit on customer culture, operational needs/methods and sales techniques needed to close the sale

Adapt successful strategies and tactics to meet market demands and financial targets

Client prospecting

Actively maintain territory account plan with break-in strategies Understand the clients' development and commercial strategy, product development portfolio, and pain points

Project confidence and expertise in the approach and engagement with key decision makers

Proactively engage clients across all key functions up and down the sponsor organization; maintain high visibility within client organization and become the trusted advisor

Develop a strong understanding of clients' organizational structures and key stakeholders

Anticipate client questions; uncover clients' unique needs and become the focal point for discussing, representing and selling PAREXEL's integrated solutions across all SBUs

Competition

Collaborate with marketing, inside sales, Solution Consultants, and commercial operations to obtain thorough knowledge of the competitive landscape and high priority opportunities

Aggressively pursue awareness of competitive activities, positioning and pricing, which includes specific reasons for awards and non-awards

Parexel

Maintain solid knowledge of all Parexel services and value propositions for appropriate cross-selling opportunities

Collaborate with Solution Consultants to identify appropriate, integrated solutions

Client Relationship Management

Ensures appropriate hand-off to delivery team liaising with Project Integrator Role or Project Leader to transfer knowledge on client needs and expectations

Maintain close relationships with delivery teams for identification of new opportunities to

ensure account growth

Skills:

Proven sales track record of achieving/surpassing sales goals

Ability to work independently and as team player; including complex, dynamic teams

Excellent business/industry awareness and a thorough understanding of industry trends and impact on the business

Strong consultative skills

Solid understanding of commercialization and the principles of drug discovery and development

Excellent analytical skills in assessing and interpreting customer business data

Demonstrated ability to build relationships and to communicate at senior management level

Demonstrated ability to influence others internally and externally

Ability to establish and maintain effective working relationships with coworkers, managers, clients and customers

Ability to maintain demanding timelines

Adaptability and flexibility to changing priorities

Demonstrated ability to work creatively in a fast-paced environment

Attention to detail and ability to work simultaneously on multiple priorities

Willingness to travel 50% of time as client needs dictate

Knowledge and Experience

Multiple years of commercial CRO experience selling clinical trial solutions, Ph II and III.

Experience in selling to Biotech clients in Europe is preferred.

Education

A bachelor's degree required, an advanced degree will be preferred.

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