

Business Development – Lab Services

North East US

Wonderful opportunity for an experienced Business Development Manager to play a pivotal role in maintaining and expanding business for the US market of an established and fast-growing contract research organization (CRO) targeting pharmaceutical and medical device companies.

Primary Responsibilities:

- Help develop and maintain a pipeline of customer accounts through client/sponsor visits, client phone calls, and attendance of relevant conferences
- Nurture and build upon existing customer relationships
- Meet or exceed quarterly and annual revenue targets
- Write customer quotes and service agreements
- Interact and cooperate with managers and all other company employees to facilitate a smooth interface between sales, marketing, business development, and all other areas of the company
- Home-based with an East Coast US territory (focus on NJ and New England)

Primary Qualifications:

- Minimum of BS/BA in Chemistry, Biology or life science related field
- 2+ years sales experience targeting pharma/med. device testing
- Versatile personality with proven interpersonal and customer-facing skills
- Excellent communication skills (oral and written)

Compensation

- Annual salary \$70-80k (OTE of \$150k)
- Car allowance
- Healthcare, 401k match & other benefits

APPLY NOW!

If this role is of interest to you, and your background is suitable, please email your resume in WORD format to eberner@VRS-US.com

For further details or related opportunities contact VRS Recruitment:

info@VRS-US.com

www.VRS-US.com

Due to the volume of responses, only qualified candidates will be contacted.

Feel free to forward this message to other qualified colleagues looking for similar opportunities.

Thank you, & Be Well!

-Evan Bernier, Ph.D. (U.S. Business Development Manager)

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