

Business Development Director, New Jersey

Job Description

We are a fast expanding Clinical Research Organization (CRO) from India and have an open position for a **Business Development Director** to lead our US sales effort. The position will report to our India-based CEO and will be based out of New Jersey with travel throughout key Pharma/Biotech hubs in the US.

Experience, Qualifications & Attributes

- Minimum 6-10 years of CRO/Pharma Direct Sales Experience, Bachelors/Masters degree in lifesciences with MBA preferred
- Robust Business Development Skills, successful track-record of closing mid to big ticket (\$ 1 to 5 Mn) Clinical Trial and Data Mgmt deals
- Advanced knowledge of and strong network within the local CRO/Pharma industry, ability to generate sales leads, identify opportunities and meet revenue targets
- Excellent communication skills, spoken & written proficiency, polished and mature personality and ability to effectively interact with CXO level people including R&D/Medical Affairs/Clinical Heads
- Strong IT skills, adept at Microsoft Powerpoint, Word and Excel
- Strong Analytical, Business Planning, Decision Making, Sales Budgeting & Reporting skills and ability to manage RFI/RFP/RFQ process independently

Functional/Technical Knowledge

Pharmaceutical Terminology	Advanced
Presentation Skills	Advanced
Sales Skills	Advanced
Spreadsheet & Word Processing Application	Intermediate

Primary Location

USA-New Jersey-Parsippany

Package would be at par with industry standards and would include a fixed base, benefits package as well as a variable bonus plan. Interested candidates can forward their resumes to rupesh.bajpai@karmiclifesciences.com.

We are an equal opportunity employer. To know more about us, visit www.karmiclifesciences.com.