

Sr Business Development Manager – Clinical

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Company: QBD

Location: Antwerp

Category: other-general

QbD clinical

Belgium

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The QbD Group supports life sciences companies worldwide from idea to patient.

QbD's team offers knowledge & tailored (software) solutions in development, clinical, regulatory & compliance, production and distribution for companies active in ATMP, Biotech, Medical Devices, In Vitro Diagnostics, Digital Health and Pharma.

QbD has affiliates in 8 different countries and can count on the expertise of more than 500 life science professionals and growing.

The QbD clinical division is an expert clinical solutions provider specialized in medical devices and biotech, offering global CRO services and consultancy. We're currently looking to strengthen our commercial team.

Location : Belgium/UK/NL/EU

Do you want to make an impact on our business as Senior Business Development Manager?

Do you get energy from developing new business opportunities with customers? Do you like to build long-term customer relationships and strategic partnerships? Do you have a good network in the MedTech and Biotech industry? If yes, then you might be the Business Development Manager we are looking for!

What are your main responsibilities?

Prospect and identify new business opportunities with new and existing customers

worldwide

Build new and expand existing client relationships with key decision makers at C-suite and clinical operations level

Expand network in the MedTech and Biotech industry to establish credibility and relevant client relationships

Establish and manage a pipeline of opportunities in order to achieve sales targets

Manage the full sales process for opportunities from lead identification to contracting with accurate follow-up in the CRM system

Communicate timely and effectively during entire process with all client and internal stakeholders involved

Attend client and/or internal meetings to gain understanding of the client requirements, timelines, and deliverables required submitting a winning proposal

Prepare proposals in close collaboration with the proposal team and functional leads. You lead the team effort at the bid defense meeting and are able to negotiate budgets with the clients (incl. C-level)

Report in a transparent and pro-active manner to applicable stakeholders

Is discrete and applies full confidentiality at all times, both inside and outside the company.

Use diplomacy and tact to resolve difficult situations. Escalate issues to management in a transparent manner.

Identify, support and implement process improvement initiatives

Act as a mentor, provide guidance and support to junior sales members

Who are we looking for?

Bachelor or Master degree in biological or (para-) medical sciences or equivalent by experience

At least 7 years of work experience with business development, sales, project management, clinical operations and/or cost proposals in a clinical research-clinical operations field such as

a CRO organization or similar environment is a must

Proven strategic selling experience is a must

Knowledge of the medical device field is an asset

Genuine interest and experience in building & maintaining long-term client relationships

Excellent communication, presentation skills and negotiation skills

Strong listener & sensitive to cultural differences

Strategic business acumen, analytical skills with a commercial mindset

Ability to prepare and analyse budgets and make recommendations on commercial terms and negotiation

Ability to multi-task and juggle multiple priorities/deadlines

Open to travel at international level (20%)

Proficient in English – Dutch, French or another European language is an asset

A true QbD'er can be recognised by the following qualities: Resilient: Your strong and positive attitude helps you overcome any challenge Hungry for knowledge: You are always open to learning No BS mentality: you can be straightforward in a respectful way Innovative: You are constantly looking for new and better solutions (Not too) serious: your job is serious, but you don't take yourself too serious.

What does QbD Group offer you?

An attractive and complete salary package:

A monthly wage, car, fuel card, (super fast) bicycle, insurance package, meal vouchers, etc.

But most of all...

We offer sustainable careers and meaningful connections

We are a knowledge based company

You'll work for an award winning company: Best Managed Company (Deloitte award),
Baanbrekende Werkgever, ...

Our promise to you:

As an ambitious and pioneering company, we want to offer you the best possible environment to thrive within the life sciences.

We've got your back, giving you the opportunity to shape your career.

Moreover, we aim to create a joyful community where you dare to be and can be yourself. Because the best way to grow is by growing together as unique individuals.

In short ... We stand for JPEG: Joy in Partnership, going for the Extra mile to Get things done!

Interested?

Send us your CV and motivation letter (both in English) and who knows, we might welcome you soon in our QbD group!

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