



BUSINESS DEVELOPMENT MANAGER

Responsible for professional representation and promotion of the company's services to prospective and existing clients within the established territory or otherwise as assigned, with the primary goal to drive new sales and increase market share.

Essential duties and responsibilities include the following. Other duties may be assigned.

- Identify, engage, and develop new business opportunities and business relationships.
- Drive deal progression to contract execution in support of sales targets and revenue objectives.
- Confidently and proactively represent the company, including at various conferences, meetings, and industry events.
- Nurture assigned territory, promoting sales of the company's services and soliciting RFIs/RFPs.
- Prepare documentation and present company services in the form of estimates, proposals, and solution presentation to prospective customers.
- Establish cross-functional relationships and work collaboratively with internal departments to support proposal generation and deal progression.
- Initiate and coordinate off-site and on-site customer visits, working closely with internal departments to align resources as applicable.
- Maintain up-to-date records for contacts, deals and all sales activities in the CRM.
- Work closely with customers to ensure high levels of customer satisfaction at all stages.
- Provide regular feedback to sales management on ongoing voice of customer and competitive landscape.
- Develop and maintain broad understanding of the company services, capabilities, technology and relevant industry markets.

EDUCATION and/or EXPERIENCE

- BS or MS with focus in biotechnology or biology and 2+ years' industry experience in sales, business development, or similar client facing role.
- Proficient in Microsoft Office applications including Word, Excel, and PowerPoint.
- Experience with CRM platforms.
- Ability to work independently, prioritize, and complete tasks on time.
- Strong organizational skills and attention to detail.
- Excellent communication skills to work effectively with clients and other team members.

Equal Opportunity Employer