

BUSINESS DEVELOPMENT DIRECTOR

We are looking for an experienced and dedicated Business Development professional to join our team as Business Development Director to help support our ongoing company expansion. The role can be either home or office based, however a willingness to travel is essential. Our headquarters are in Macclesfield, Cheshire around 30 minutes from Manchester airport.

Illingworth Research Group provides a unique offering. We are a quality driven CRO with the addition of two niche services, namely on and off-site research nursing and medical photography. Patient centricity is a vital part of our mission and has been so for 20 years. Our research nursing support focuses on bringing the trial to the patient in their home, school, workplace or even on holiday. This can enhance both patient recruitment and retention and reduce the stress associated with participation in a clinical trial. We provide mobile research nursing for trials in many countries worldwide as well as in many therapy areas such as oncology, respiratory and dermatology including many orphan diseases. Our medical photography team works on global clinical trials with an imaging element for clinical trials including injection site reactions from acquisition of photography equipment, site training, image upload, QA and analysis.

Summary of Responsibilities

- Generate new sales opportunities.
- Develop and maintain strategic relationships with key decision-makers within biotechnological and pharmaceutical companies with complementary development pipelines to secure business opportunities.
- Perform general strategic and tactical account planning, management, and execution.
- Achieve sales targets for assigned clients.
- Interact with internal staff regarding the development and procurement of proposals.
- Establish and maintain frequent contact with potential clients through focused client visits and presentations.
- Support marketing initiatives as needed e.g. Conference attendance, both nationally and internationally.
- Assist the Vice President of Strategic Development with strategic planning and execution of shared ideas.

Requirements and qualifications

- Degree in a science related field or equivalent related experience.
- At least 5 years of experience selling clinical research services or in a related sales environment.
- Business development experience in a full service CRO is a strong asset.
- At least 3 years in a previous sales role, established in position and company.
- A confident and effective communicator able to present to an audience.
- Must be a highly motivated team player with strong interpersonal skills and the willingness to work to deadlines as well as being well organized, results oriented and customer focused.

- Ability to recognize the needs of the customer and collaborate with the clinical areas to develop proposals that exceed customer expectations.
- Experience using SalesForce would be advantageous.
- An established network of contacts within the industry.

The successful candidate will join a highly motivated team within an established and expanding organisation with a clear vision for the future. Competitive salary and benefits package. For more information or to apply, please contact john.illingworth@illingworthresearch.com with your CV and covering letter explaining how you think you could fulfil this role.

Deadline for applications: 5pm Friday 8th June 2018.

NO AGENCIES