

Job Description

Exemplify BioPharma, Inc. is a global partner research organization (PRO) based in New Jersey, USA. We are a team of biopharma industry experts focused on delivering end-to-end Chemistry, Manufacturing and Controls (CMC) throughout the drug development and regulatory market application processes. Using a unique combination of program management, coupled with our New Jersey based CMC development laboratories we are ideally positioned to deliver CMC success to partner organizations. We are talent-based team and our key asset is our experience, multidisciplinary expertise, and proven track record. We strive to bring tangible value to our partners through provision of strategic, tactical, and technical leadership to solve complex problems focused on reducing program timelines and costs.

We are currently in search of a **Business Development and Client Relationship Director**. In this leadership position the successful candidate will be expected to represent and promote Exemplify's CMC services to existing and potential clients. The role includes responsibility for the generation of new accounts, development of new business opportunities with existing clients, and active management of client relationships with the objective of establishing long term, mutually beneficial scientific and business partnerships. The successful candidate will be a self-starter who thrives in a dynamic fast paced environment, and works proactively to seek and develop new business opportunities in the pharmaceutical and biotech markets.

Job Responsibilities:

- ✓ Develops monthly, quarterly, and annual sales plan and sales targets.
- ✓ Hits and exceeds goals, consistently staying on top and ahead of KPIs.
- ✓ Builds market position by locating, developing, and outreaching to potential new clients.
- ✓ Develops client call cycle to achieve objectives and sales plan.
- ✓ Generates and follows up on leads.
- ✓ Develops negotiating strategies and positions by understanding new clients' pipeline and needs.
- ✓ Establishes, nurtures, and grows client relationships.
- ✓ Sets and manages client expectations.
- ✓ Organizes and hosts client visits.
- ✓ Represents Exemplify at conferences, trade shows, and business events.
- ✓ Visits potential and existing clients.
- ✓ Enhances Exemplify's reputation/exposure through social media.

Qualifications / Skills:

- ✓ An understanding of the drug discovery and development paradigm.
- ✓ Demonstrated track record of increasing revenue through generation of leads.
- ✓ Demonstrated ability to acquire and grow client base.
- ✓ Strong communication, presentation, and negotiation skills
- ✓ Detail oriented and self-motivated individual.
- ✓ Must possess creative problem-solving and clear leadership skills.

- ✓ Eagerness to learn and continuously expand skills.

Education and Experience:

- ✓ Minimum BSc, MSc or PhD preferable, in chemistry, biochemistry or a life sciences discipline.
- ✓ Preference for 3-5 years technical experience in a pharmaceutical or biotech company.
- ✓ 2-4 years sales (or relevant) experience selling services directly to the pharmaceutical and biotech sector preferred.

Application

If you are interested in applying for this exciting opportunity at Exemplify BioPharma please e-mail a cover letter and resume to careers@exemplifybiopharma.com.