

## Business Development Executive

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Company: Pharma Targeting

Location: United Kingdom

Category: other-general

Business Business Development Executive –Pharmaceutical Information Consultative Solutions Pharma Targeting currently has an exciting opportunity in our Central London office for an ambitious Business Development Executive looking to join the most innovative company in Pharmaceutical and Healthcare Business Intelligence. We are an expanding global business, offering an excellent opportunity for a career-driven and money-hungry Sales Executive looking to establish a fruitful sales career in a fast growing Pharmaceutical and Healthcare brand. Pharma Targeting has developed a truly new and innovative approach in the market that surpasses any other solutions, which makes it a highly rewarding role. Not only will you have world class training to sell in the most consultative of ways, but the opportunity to grow into a pivotal leading role in an exciting and fresh company to really push your career. Our Business Development Executives are responsible for representing an innovative brand, predominantly driving subscription sales to high-profile global clients. We are seeking confident business development professionals with a Life Sciences Degree and ideally with prior experience in selling directly to senior level management with a proven track record of successful B2B sales. We will also consider high calibre Life Sciences graduates with a genuine desire and skills to succeed in a B2B sales career. Pharma Targeting respects skills like: positive energy, drive, diligence, ownership, commitment and passion above all else. If you are a person that has a flair for these attributes and has the genuine hunger and drive to succeed then this would be an ideal opportunity for you. Key responsibilities for the role include:- Establishing sales opportunities within the Pharmaceutical markets by networking, building relationships, establishing needs, conducting

online demonstrations and closing deals.- Attending Exhibitions and conferences and representing the brand globally.- Working with other team members to provide the best possible solutions and help companies understand and sample our approach. Ideal candidate will possess the following:- Previous experience in B2B sales/desire to enter into B2B sales- A Bachelor's degree in a Life Science discipline, or equivalent qualification- Consultative sales experience would an advantage- Proven success in a sales role dealing with senior management in multi-national companies would be an advantage- Strong presentation, communication, negotiation and closing skills- Highly developed business acumen and the ability to understand the wider issues of the industry- The ability to identify new revenue opportunities and maximise solution potential All that said, we are open to meet someone with good candidates that are passionate, genuinely driven with positive energy and are naturally amiable and sociable. This is an excellent opportunity with unlimited earning potential for a driven, tenacious, intelligent, articulate, ambitious and intuitive Business Development Executive who enjoys the fast-paced nature of Sales and is looking to establish a career in a global business intelligence brand with fantastic career development opportunities. Outside of world class 1 to 1 training, nurturing and market training we offer excellent career progression opportunities, competitive salaries, uncapped and realistic OTEs. To apply for this opportunity and develop your career within an industry-leading global Solution, please send your CV and a covering letter highlighting your suitability and salary expectation to [info@pharmatargeting.com](mailto:info@pharmatargeting.com) quoting reference PT15

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