

Business Development Manager

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Company: Malvern Panalytical Ltd

Location: United Kingdom

Category: other-general

TITLE:Business Development Manager

REPORTS TO: Pharmaceutical & Food Territory Manager – Business Development

LOCATION: Home based – Texas

The Company

Malvern Panalytical is a knowledge based, science led business focused on delivering solutions based on technology, expertise, and capabilities our clients demand. We work in the pharmaceutical, biopharmaceutical, biotechnology, food, environmental, agrochemical, chemical and consumer products sectors. In order to deliver the science our clients demand, our business is focused on a number of core sectors. We provide solutions to customer challenges by way of analytical instrumentation to the pharmaceutical, agrochemical, food, and consumer products industries.

The Role

Malvern Panalytical has an opportunity for a Business Development Manager (BDM) to join a dynamic group of Pharmaceutical & Food market professionals. This is a permanent, full time role based remotely and reporting into Pharmaceutical & Food Territory Manager – Business Development.

The territory will cover the states of TX, GA, FL, OK, AR, MS, AL, TN, LA, SC, KY.

The role will be home based and ideally located within the state of Texas.

In this key position the BDM will have experience selling instrumentation within the drug development pathway for all drug products. Strong knowledge in biopharmaceutical development would be desirable.

This is a consultative, knowledge driven position, using strategic sales skills in prospecting new business and growing current accounts by applying tactical know how, drive and tenacity. It's expected that the BDM will have exceptional superior communication skills and can tactfully engage within operations to achieve a "team" sales effort.

SPECIFIC DUTIES & RESPONSIBILITIES:

- Build and strengthen long-term business relationships with customers.
- Engage with qualified opportunities and guide them through the stages of the sales process to achieve the Sector sales target for the defined territory.
- Work in close collaboration with assigned In-House Sales Specialist to identify where you can best focus your field sales activities to progress opportunities through the sales pipeline and find opportunities for Land & Expand.
- Understand the customer's needs, pain points, and objections, and then tailor the sales approach to effectively address their concerns.
- Negotiate terms, pricing, and contractual agreements to reach mutually beneficial outcomes for both the customer and the company.
- Develop and maintain a high level of domain knowledge relating to industry trends, market conditions and competitors' products so you can effectively position the company's solutions within the Pharmaceutical and Food sector.
- Collaborate with the sales team, marketing, and other internal stakeholders to coordinate sales efforts, resolve customer issues, and ensure a smooth transition from opportunity to order.
- Develop accurate forecast of expected sales and order intakes based on up-to-date information documented in the company's CRM system.
- Represent Malvern Panalytical and plan customer engagement at trade shows, workshops, and seminars within your territory, always promoting a professional image of Malvern Panalytical.
- Provide timely feedback to the sector marketing team and regional sales management regarding customer preferences, market trends, and competitive intelligence to support marketing strategies.
- Support the Large and Strategic Account Management programs (LAMP & SAMP).
- Identify and communicate to regional sales management areas or changes that can improve our sales processes.
- Contribute to the (sector) team effort to grow the global (sector) business.
- Proactively engage with operations to delivery of solutions to meet customer expectations.

Qualifications/Role Requirements:

- BSc/MSc/PhD degree in pharmaceutical sciences, chemistry, or biochemistry. An additional bachelor's or higher degree in business or marketing considered a plus.
- Proven experience in sales in a business-to-business environment, preferably in the pharmaceutical or food industries and with demonstrable growth.
- Excellent influencing, communication and presentation skills and the ability to interact with colleagues and customers at all levels both in-person and remotely.
- Proficiency in Salesforce or other sales-related tools to manage leads, track progress, and generate reports.
- Demonstrated understanding of basic finance and accounting, as well as legal terms & conditions.
- Written and spoken English fluency. Additional language fluencies considered a plus.
- Able to demonstrate a high level of integrity and ethics, going above and beyond to do the right thing every time.
- Actively contribute towards a culture of openness
- Excellent interpersonal skills, with the ability to build rapport and establish trust with customers.
- Strong organisational, planning and time management skills.
- Strong interpersonal skills and a good listener.
- Action oriented and self-driven, with the ability to work independently and as part of a team in a fast-paced sales environment.
- Adaptive to a dynamic and changing environment.
- Mature disposition, positive attitude, and strong sense of commitment.
- Experience of applying the Miller Heiman approach to strategic selling.
- Solid understanding of sales techniques, negotiation strategies, and closing deals.
- High level of understanding of the product development workflows within Pharmaceutical and Food market segments, as well as the MP products supporting those domains.
- Well informed and connected to the targeted market industry and R&D.
- Commercial and competitor awareness.

Working Hours

- Remote, but region specific operational hours.
- Expected 40 hours per week, but not always limited to.
- Travel, as required.

- Salaried position – no overtime pay.

Company Benefits

Malvern Panalytical provide a range of employee benefits including:

Industry competitive salaries.

Industry competitive bonus/commission plans.

Flexible work from home policy.

401(k) with match.

Medical, Dental, & Vision.

Corporate CC for travel & office expenses.

Corporate vehicle / reimbursement program.

On the job training, including internal training & mentoring and an external educational tuition reimbursement program.

Plus industry standard holiday and vacation plans.

#remote

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