

Senior Manager Business Development

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Company: WuXi AppTec

Location: United Kingdom

Category: computer-and-mathematical

Overview

The Sr. Manager, Business Development drives sales growth in close coordination with WuXi Biology leadership. The Sr. Business Development Manager will have an additional focus on penetrating certain assigned customers with significant growth opportunity, as assigned by management. The Sr. Business Development Manager's most important means of interacting with customers and prospects is through face-to-face meetings and is responsible for achieving an assigned sales goal.

Responsibilities

Create new opportunities and develop new relationships to expand and grow our customer base.

Identify key decision makers relative to WuXi Biology business for potential contact.

Daily prospecting to get new leads.

Qualify leads and present opportunities to their manager and WuXi Biology technical team.

Facilitate business meeting with WuXi AppTec with proper agenda, attendees, focus on opportunity and follow-up, meeting summary and action items.

Project professional image of WuXi Biology as solutions provider with clearly articulated messages.

Support proposal negotiation to close contract as defined by supervisor.

Point of contact for WuXi Biology and customer; ensure communication channels; pro-actively identify areas of growth opportunity; ensure stable relationship with customers and potential customers.

Identify issues which could jeopardize partnership; pose solutions.

Maintain excellent relationships with internal business partners at WuXi.

Facilitate customer travels to China.

Effectively and professionally communicates with both internal and external stakeholders.

Facilitates and supports teamwork to achieve common goals across WuXi Biology unit and be open for mentoring to effective techniques and sales strategies.

Other duties as assigned.

Qualifications

Job requirements:

Achieve sales quotas.

Achieves assigned new client onboarding goals.

Completes required training and development objectives within the assigned time frame.

Experience / Education:

Minimum of a bachelor's degree in life sciences (preferably in biology or chemistry). with 3+ years industrial experience and at least 3 years of business development experience preferred.

Experience in CRO is preferred.

Demonstrated experience of success in selling non-GMP services.

Prior track record of achievement in positions with significant accountability.

This position may require frequent travel.

PC proficiency and software including but not limited to: Microsoft Word, Excel, Outlook, PowerPoint and CRM tool.

Technical Skills / Knowledge:

Demonstrates a broad understanding of discovery biology leading to candidate selection and preclinical development.

Ability to close deals by utilizing internal resources in an effective manner.

Demonstrated abilities in the area of listening, negotiations, teamwork and persuasiveness.

Coordinates with other BDs or scientific counterparts to provide appropriate solutions to clients.

Independence/ Accountability:

Demonstrates the ability to be a self-starter.

Functions in a self-motivated and highly flexible manner.

Must be organized and detail-oriented.

Ability to work effectively as part of a team and to exhibit effective interpersonal skills.

Ability to accomplish the described duties with the use of appropriate computer equipment and software (especially Microsoft Word, Excel, Outlook, PowerPoint and CRM tool).

Problem Solving:

Possesses proven experience in creating or capitalizing on opportunities leading to successful outcomes, ideally with Business Development relevance.

Communication Skills:

Interpersonal skill set for effective listening, dialog and interactions.

Timely communication internally and externally.

Leadership Activities:

Independently identifies potential prospects.

Coordinates with other BD and scientific counterparts to provide appropriate solutions to clients.

Marketing to ensure coordination of efforts and ensure good communication with all parties.

An Equal Opportunity Employer. All qualified applicants will receive consideration for employment without regard to race, color, religion, sex, sexual orientation, gender identity, national origin, or protected veteran status and will not be discriminated against based on disability.

This job description does not state or imply that the above are the only duties and responsibilities assigned to this position. Employees holding this position will be required to perform any other job-related duties as requested by Management.

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