

## Senior Director, Business Development (Poland)

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Company: Innovaderm

Location: Poland

Category: other-general

## Senior Director, Business Development (Poland)

Poland

Corporate - Business Development and Marketing

Full-time

The Senior Director, Business Development helps facilitate the sales activities for the fast-growing CRO Business Unit, including managing key accounts, soliciting new business, and being a brand ambassador for Innovaderm at industry conferences and other events.

Reporting to the Executive Director Business Development, the individual collaborates with the senior management team to define and develop future strategies for revenue growth and execute the agreed upon annual sales plan. Initially, this individual is responsible for sales activities in Europe.

### **We are looking for someone who has:**

At least eight (8) years of experience in the biotechnology, pharmaceutical, and/or contract research organization (CRO) industry, in a business management, sales and/or marketing position

Experience working with European clients with a focus in dermatology and rheumatology drug development, an asset

### **More specifically, the Senior Director Business Development must:**

**Manages the Sales Cycle**

Be responsible for the business development activities of Innovaderm Research within his/her respective territory, which includes organizing client visits and capabilities presentations, meetings with clients, direct sales, bid defense presentations.

Effectively communicates the company's value proposition and service portfolio to medical key opinion leaders, and prospective pharmaceutical, and biotech companies.

Provides information such as sales forecasts and manage sales activity plans in their respective territories.

Assists in the development and assessment of new and existing business and sales strategies for the company's existing and future services through communication with management and the business units of the company.

### **Proposals, contracts, and negotiations**

Manages the budget and contract negotiation with study sponsors within his/her respective territory.

Assists with the coordination of legally binding contracts including but not limited to: master services agreements, work orders, preferred provider agreements, non-disclosure agreements.

Advises management in negotiation and alignment of contracts and pricing strategies with regards to both short and long-term strategies.

Reviews and provides input on new project proposals and budgets issued by the proposal manager for their opportunities.

### **Visibility**

Represents the company at major conventions, symposia, industry meetings.

Promotes corporate mission, vision and objectives and fosters a culture of professionalism, quality, excellence, and teamwork.

### **Strategic development**

Maintains and enhances technical knowledge on company services to the extent necessary to accomplish the approved business plan.

Helps to identify and develop new service offerings, new technologies and novel models to diversify Innovaderm's service portfolio.

Assist in the development of competitive pricing strategies and leverage Innovaderm's economic value to maximize operating surplus.

## **REQUIREMENTS**

### **Education**

Bachelor's degree in a relevant discipline (business administration, sciences);

Master's degree is an asset;

### **Experience**

At least eight (8) years of experience in the biotechnology, pharmaceutical, and/or contract research organization (CRO) industry, in a business management, sales and/or marketing position;

Relevant previous experience in sales and marketing. Proven track record in achieving sales targets and fostering client relationships;

### **Knowledge and skills**

Relevant previous experience in sales and marketing. Proven track record in achieving sales targets and fostering client relationships;

Confident, innovative, insightful, client and business focused service oriented professional with scientific knowledge of clinical drug and device research, preferable in the dermatology space;

Outstanding organizational skills;

Requires ability to partner closely with clinical and business operations;

Professional at all times with an ability to manage conflict and maintain confidentiality;

Strong skills in leadership, interpersonal communication, motivation of staff and team-building;

Able to multi-task in a fast-moving environment, while working calmly and thoughtfully towards solutions;

Resourceful in setting priorities;

Outstanding oral and written communication skills;

Mastery of Microsoft Office (Outlook, Excel, Word, PowerPoint);

Solid network of industry contacts, preferably in dermatology drug and device development companies;

Good knowledge of good clinical practices, and applicable European Medicines Agency (EMA), Health Canada and Food and Drug Administration (FDA) regulations/guidelines;

The ability to travel Internationally to meet clients, attend conferences and meet as needed at the corporate HQ in Montreal, Canada.

## **OUR COMPANY**

### **The work environment**

At Innovaderm, you will work with brilliant and driven colleagues. Our values are collaboration, innovation, reliability and responsiveness. We offer a stimulating work environment and attractive advancement opportunities.

In this position, you will be eligible for the following perks:

Flexible work schedule

Permanent full-time position

Vacation, PPK, health allowance

Home-based position with teleworking allowance

Ongoing learning and development

### **About Innovaderm**

Innovaderm is a contract research organization (CRO) specialized in dermatology. Since its beginnings in , our organization has benefited from a solid reputation for the quality of its research and services exceeding the expectations of its clients. Based in Montreal, Innovaderm continues to grow and expand in North America and Europe.

**Innovaderm is committed to providing equitable treatment and equal opportunity to all individuals. As such, Innovaderm will provide accommodations throughout the**

recruitment and selection process to applicants with disabilities, upon request.

Innovaderm only accepts applicants who can legally work in Poland.

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