

**Biomapas** is a functional and full outsourcing solution provider to the global life science industry, with key expertise in Clinical Trials, Regulatory Affairs and Pharmacovigilance. The company has significant presence across the CEE, Nordic and CIS countries thereby offering fast and reliable patient recruitment for Phase I-IV and medical device clinical trials, while regulatory and pharmacovigilance services are provided across 4 continents. The support for clients is ensured by more than 150 experts from all over the world.

We are currently looking for an experienced **Business Development Manager in Pharmacovigilance Services** to join our global team. If you are seeking a rewarding and challenging career this could be the perfect opportunity for you. You will be responsible for full cycle sales including; researching, identifying, cold/warm calling, getting client meetings, listening to and understanding client needs, addressing client concerns/objections, proposing solutions, negotiating, obtaining SOWs and closing the deal. The role will require you to quickly develop credibility with customers/prospects and build trust through professionalism and knowledge of our services and products. You will be expected to work collaboratively with other colleagues to increase sales within the life sciences industry.

***Main responsibilities and tasks:***

- Identify and develop new accounts in mainly in Europe but with occasional trips to North America focusing on Biomapas' clinical safety and pharmaco/materio-vigilance services (both functional and project outsourcing) with a view to reaching or exceeding agreed sales targets.
- Develop and maintain positive and productive relationships with key accounts.
- Attend both introductory and bid defence meetings with prospective clients.
- Manage assigned accounts to expand business from those accounts on an annual business
- Initiate and manage RFI and RFP process and negotiate terms for all account programs and projects.
- Work collaboratively with Biomapas' operational team and colleagues in business development and marketing to ensure complete and professional promotion and delivery of our software and service solutions.
- Work to agreed monthly/quarterly KPIs and maintain an accurate record of activity and follow-up within Biomapas' CRM system.
- Attend industry exhibitions as exhibitor or delegate to obtain new leads and further develop relationship with existing customers.
- Assist with cost proposal preparation/review.
- Maintain knowledge of changing regulatory guidelines and mandates affecting the industry community.

***Requirements for the role:***

- Sustained (5+ years) and successful track record selling professional services to Pharmaceutical, Biotech, Medical Device, and/or Clinical Research Organizations.
- Experience selling pharmacovigilance services. Experience selling clinical operations and/or regulatory affairs an advantage.
- Understanding of the safety/pharmacovigilance process, (and the clinical research regulatory affairs process an advantage) for both pre-market and post-market products.
- Track record of success working with senior level management in a fast-paced growth environment.
- Full sales cycle experience (Prospect, Identify opportunities, Propose Solutions, Negotiate, Close).
- Strong, quality-oriented proposal writing and proposal management experience.
- Ambitious, driven and self-motivated personality.
- College/university degree or equivalent experience.

**More information and benefits**

This is permanent role, home based position with regular visits to Biomapas headquarters and international working environment.

As a Biomapas Business Development team member you will have opportunity to contribute to the company's development and success as well as your own personal and professional development.

We offer a competitive salary and a rewarding bonus system.

For more detailed information please do not hesitate to contact by telephone +370 37 366307 or e-mail to [personalas@biomapas.eu](mailto:personalas@biomapas.eu)

If you are willing to apply for this position, please submit your CV and motivation letter to [personalas@biomapas.eu](mailto:personalas@biomapas.eu).

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