

**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. With headquarter in Lithuania and offices in Switzerland, Russia, Georgia, Ukraine and Sweden, Biomapas operations are spread over 4 continents, concentrated in Europe, Russia and former CIS region.

**Biomapas** is looking for a **Chief Commercial Officer (CCO)**, who will be responsible for the commercial strategy and business development of the company. The main part of this role will be to take on the overall responsibility for growth, execution and management of all Business Development activities at Biomapas. This includes the attraction of significant new clients, management and flourishing of existing client portfolio, marketing, sales and service development to drive business growth. Position is based in Kaunas or Vilnius.

Direct reporting to Chief Executive Officer and company Board.

## **MAIN JOB TASKS AND RESPONSIBILITIES:**

### **Leadership**

- Provide strong leadership and strategic direction to the overall business development and marketing team.
- Motivate, influence and persuade peers and associates across Biomapas.

### **Sales**

- Create and execute sales strategies to meet and exceed revenue goals.
- Develop and implement a metrics-based plan to achieve specific revenue targets.
- Identify strategic business opportunities.
- Set individual and organization wide goals, objectives and targets for sales to support the overall company growth.
- Set clear, key performance metrics, efficiently delegate responsibility across business development team.
- Manage sales pipeline to ensure accurate and adequate lead inflow to reach targeted sales objectives.
- Develop and drive the pricing strategy of the organization.
- Supervise and approve proposals to clients, including coordination of constant improvement of proposal template and content.

### **New Service Creation**

- Research, develop and define specific service offerings designed to generate various components of revenue from targeted customer segments.
- Develop new services or markets to drive incremental revenue business expansion.

## Marketing

- Lead development of the company's marketing strategy with the emphasis on achieving market penetration and sales growth with a particular emphasis on customer acquisition and market demand generation.
- Coordinate company representation at national, regional and international exhibitions and congresses.

## Functional Alignment

- Collaborate with the management team to ensure consistent alignment.
- Oversee key account management performance.
- Work collaboratively with marketing to develop initiatives that support and provide leads to the revenue and sales teams.
- Provide data and analysis necessary to support financial reporting and planning functions for the company.

## CANDIDATE QUALIFICATIONS:

- Minimum of 10 years of relevant executive sales management experience in a B2B environment with a proven record of generating scalable, repeatable and predictable sales revenue.
- Minimum 5 years of experience in managing and leading business development/sales teams.
- Experience in a clinical, regulatory affairs or pharmacovigilance service provider environment is a must.
- Highly developed financial modelling and analytical skills.
- Superior presentation, written and oral communication skills.
- Life science or business management background.

In Biomapas you will find supportive work environment with guarantee for professional and personal development, as well as competitive salary and benefits and many more initiatives that will make your daily office life comfortable.

For more detailed information please do not hesitate to contact **Raimonda Klimienė**, HR and Training Manager via telephone **+370 698 15 736**.

Please apply to [HR@biomapas.com](mailto:HR@biomapas.com)

Will be waiting for your applications!

**Be kindly informed that only selected candidates will be contacted.**