

## BUSINESS DEVELOPMENT SPECIALIST

<b>Department</b>	<b>Contracting and Financial Department</b>
<b>Hierarchy Level</b>	<b>Operational</b>
<b>Reporting Line</b>	<b>Business Development Manager</b>
<b>Location</b>	<b>Office based in Bioindustry Park, Colleretto Giacosa (TO).</b>
<b>Assigned countries</b>	<b>Mainly Italy, with possibility to extend to South France and German speaking area in Switzerland.</b>
<b>Agreement:</b>	<b>Initially Fixed-term contract (6 months)</b>
<b>Salary:</b>	<b>Salary based on experience.</b>

### Requirements:

- Master degree in health or life science field (Pharmacy, CTF, Biotechnology or Biology, Medicine, Chemistry);
- Postgraduate Master's Degree in Clinical Research related topic or MBA degree is a plus;
- 2-3 years of working Experience in the field of marketing, sales or business development activities in the Clinical sector (customer engagement management and relationship building) and/or 2-3 years of working experience in the field of Clinical Research or in QA/QC departments in a pharmaceutical company;
- Strong analytical and organizational skills;
- Strong customer service and presentation skills;
- Excellent negotiations and interpersonal skills;
- Good organizational and communication (verbal and written) skills.
- Clear understanding of pharmaceuticals' developmental phases, especially regarding clinical trials, clinical understanding of medical terminology, medical terms coding;
- ICH/GCP knowledge, basic understanding of regulatory affairs, Medical Device requirements, EU and Extra EU pharma and MD registration processes in relation to clinical trial.

### In addition, the candidate should be/demonstrate:

- Italian native speaker.
- Proficiency in English.

- Preferably another language: French and/or German.
- Positive attitude and ability to interact with all levels of staff.
- Ability to work under pressure and to keep tight deadlines.
- Excellent computer skills (MS Office);
- Willing to travel approximately 60-80% mainly nationally but also internationally;
- Valid driving license (whereas the public transports are preferable for travels).

Responsibilities:

*Business Development Duties/Responsibilities:*

- Identify and develop strategic relationships with partners or potential customers;
- Assists in the writing of bids and proposals for new or existing customers;
- Participate in national and international conferences, trade shows and exhibitions related to pharmaceutical industry;
- Make cold calls for new business;
- Serve as one of the contact points for company presentation to third parties;
- Make contacts with potential clients to create new business opportunities;
- Keep up with changes in client environments;
- Understand all of the company's service offerings and clearly communicates them to clients and prospective clients;
- Analyse corporate data to identify trends;
- Keep current and prospective client database updated;
- Develop new lines of business;
- Prepare marketing material, brochures and presentations;
- Follow-up and assess current clients satisfaction feedback for performed services;
- Participate in continuous education courses to stay abreast of technology and trends pertinent to the industry.

*General responsibilities:*

- Represent the Company in a professional manner.
- Perform other duties as assigned by Leadership.
- Follow strictly the applicable for the position company policies and procedures.

The company offers:

- Job-specific training and career development opportunities;
- Work for a successful international company and great career development opportunity in a perspective professional field;
- Italian Office in a competitive and innovative environment;
- Competitive and result orientated remuneration;
- Additional benefits related to work performance.

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