

## JOB DESCRIPTION

<b>Profile</b>	<b>Business Development Consultant</b>	<b>Profile id</b>	VYS-BD-05112016
<b>Industry</b>	Drug Development & Regulatory Consulting	<b>Designation</b>	Business Development Manager
<b>Functional Area</b>	Business Development - B2B / Corporate Sales.	<b>Market Focus</b>	India, US, EU, Emerging Markets

### Objective

Primarily responsible for sales of service lines and for ensuring brand visibility with key clients. Other responsibilities involve new client acquisition, revenue generation, client retention and account management. Consultative selling and implementing the sales process are critical elements of the role.

### Key Accountabilities

<p><b>ACTIVITIES</b></p> <ul style="list-style-type: none"> <li>• Management of web/telephone and email based enquiries in order to successfully land projects.</li> <li>• Undertake desk based research to identify new lead opportunities.</li> <li>• Research &amp; deliver intelligence that will inform proposition development for new projects.</li> <li>• Help in the development of existing and new services that increase value to customers and therefore, increase the number of business opportunities.</li> <li>• Maintain a network of contacts existing and new contacts that will support the work of Business Development and contribute towards the communications planning and delivery to that network.</li> <li>• Develop propositions, presentations and reports, as required by Senior Management Team.</li> <li>• Maintain current and relevant generic propositions and presentations to support lead generation activity.</li> </ul>	<p><b>KNOWLEDGE</b></p> <ul style="list-style-type: none"> <li>• Market Research</li> <li>• Competition Mapping</li> <li>• Lead Generation</li> <li>• Client Acquisition</li> <li>• Client Servicing</li> <li>• Corporate Presentation</li> <li>• Revenue Generation</li> </ul>
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### Qualifications

- Any Bachelor's Degree; PG/Diploma/M.B.A. Marketing (Pursuing).
- Exposure to the Pharmaceutical Industry.
- Excellent Communication Skill.
- Highly motivated and assertive.