

Director of Business Development

About MLM Medical Labs

MLM Medical Labs is a leading specialty and central laboratory with comprehensive research services and diagnostic capabilities in Europe and North America. Offering standard and fully customizable analytical and logistics services across a variety of therapeutic areas, we add value at every stage of the drug development process, from nonclinical and preclinical through phase IV clinical trials.

The international team of over 150 highly skilled and experienced persons supports between 190 and 210 clinical trials, phase I–IV, at any given time. With our labs located in and Minneapolis MN, Memphis TN, USA and Mönchengladbach, Germany we work on transcontinental projects, hand in hand with our colleagues worldwide.

This position

We are looking for a **Director of Business Development (full time)** to sell and promote central laboratory and biomarker testing services to pharmaceutical and biotechnology companies in the western region of the United States. This position will report to the Vice President of Sales and Marketing and will be a key member on a team focused on business development opportunities and activities.

Your responsibilities

- Achieve account portfolio / territory relationship and financial goals.
- Grow market shares of existing business units (BU) service lines.
- Identify new contact leads for potential Phase I-IV business.
- Aid the development of project proposals including but not limited to communicating with clients, internal Project Directors and Project Managers and providing text and supporting study budget reviews.
- Manage and utilize the CRM database to input and provide information that will increase effectiveness and aid sales.
- Build high-level relationships both internally and externally.
- Manage portfolio of strategic and key accounts; grow orders and profit share in selected accounts.
- Represent and sell BU service lines to client portfolio.
- Provide comprehensive intelligence on key competitors.
- Liaise with Scientific Leadership and Marketing to target scientific input that adds value to account strategy and deepen MLM's scientific perception within accounts.
- Develop and establish long-term account plans and relationships.
- Lead and negotiate BU based MSA's and preferred provider agreements.
- Assist in determining margins and pricing.
- Lead and participate in proposal scope and development.

- Liaise with BU general management to ensure high quality delivery of services to account portfolio.
- Maintain frequent personal contact with clients, both internal and external.
- Participate in corporate teams to build relationships with key accounts.
- Lead client presentations.

Required qualifications

- Scientific degree from an accredited college or university.
- 5+ Years of Business Development experience in the life sciences, clinical trials or CRO space, laboratory experience would be preferred.
- Experience in selling services directly to pharmaceutical and biotechnology companies, preferably in Clinical area; any experience in other areas of development (preclinical, Central Labs, regulatory) would be advantageous for this position.
- Demonstrated ability to acquire, grow, and retain clients.
- Highly developed interpersonal skills, ability to form strong and effective relationships internally and externally.
- Ability to manage difficult client and/or financial situations.
- Ability to differentiate MLM Medical Labs from competitors.
- Ability to adapt your style and approach to different audiences internally and externally.
- Experience of presenting to executives and/or senior levels within a client organization.
- Experience developing and executing strategic business plans.
- Able to work autonomously and effectively, managing your own priorities in conjunction with those of your colleagues and your clients.
- Proven ability to identify, develop and implement creative and innovative strategies that lead to effective long term client relationships.
- Strong financial acumen: delivering business results in a commercial environment; budgeting; financial planning and reporting.
- Negotiation skills: direct face to face negotiating experience with major clients.
- Willingness to travel, around 50% (COVID allowing) of the role will include visiting clients across the US with some potential travel to Europe.