

Business Development Histology

Remote

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 **Business Development Manager (full time)** with sales experience within the Life Sciences industry, preferably with experience selling CRO services to pharmaceutical and biotech clients. Experience in Histology and IHC is preferred, for development services at our Minneapolis office. As a part of the Global Business Development team, the Business Development Manager (BDM) supports new business development for our Histology division.

Your responsibilities

- To develop new Pharma/biotech/CRO's clients while maintaining current client base
- To be part of various exhibitions attended by MLM Medical Labs throughout the year.
- To make appropriate connections with other services providers for potential collaboration opportunities
- Direct responsibility for growth of MLM Medical Labs by meeting defined revenue targets.
- Develop and implement strategies for the growth of existing key clients
- Proactively seek out new opportunities for MLM Medical Labs products and services within new clients
- Develop an extensive market knowledge of your territory
- Develop a detailed knowledge of competitors, their activities and business risk
- Maintain up to date and accurate records within our CRM
- Provide accurate sales reporting and forecasting of future opportunities
- Engage effectively with other teams and individuals within MLM Medical Labs to drive enquiries forward and provide clients with the information they need as efficiently as possible

- Manage customer expectations with effective communication
- Achieve account portfolio / territory relationship and financial goals

Required qualifications

- Bachelor's Degree; minimum of 2-3 years in clinical trials, laboratory, project management, or sales/marketing support.
- Experience in Histology and IHC preferred
- Significant business development experience in pharmaceutical biotech and/or CRO space
- Proven track record in sales, ideally at least 3 years Business Development experience
- Demonstrated ability to grow customer accounts
- Capable of self-motivation and independence
- Client focused approach with the ability to build strong client relationships
- Ability to work effectively under pressure
- Willingness to travel
- Excellent written and verbal communication and organizational skills.
- Ability to adjust to changing priorities to meet timelines.
- Excellent business acumen. Bonus qualifications
- Knowledge of requirements of laboratory tests service capabilities
- Experience with clinical techniques
- Understanding of drug development process
- Proposal writing
- Proficiency in Excel and CRM system