

Senior Business Development Manager - CDMO

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Company: Mantell Associates

Location: United States

Category: other-general

Mantell Associates is currently partnered with a well-established CDMO. They are currently looking to strengthen their Commercial team through the appointment of a Senior Business Development Manager. Senior Business Development Manager - Responsibilities: Oversee your team's Sales, Business Development, and Marketing activities Build the Sales team's personnel and resources as necessary, and provide training to new team members Identify new business opportunities to expand and advance the company Cultivate and sustain long-term client relationships using existing networks and sales tools to broaden the client base Collaborate with members of the Commercial team to ensure outstanding client experiences throughout all interactions, from initial needs assessment to delivery and follow-up Work effectively with the Marketing team to create marketing strategies that attract and retain clients, build awareness of company capabilities and services, and generate revenue Negotiate contracts and agreements, and create client proposals and bids Identify and participate in key conferences to increase the company's visibility Senior Business Development Manager - Requirements: Possess professional work experience in a Commercial function, including Sales/Business Development and Key Account Management Demonstrate experience in leading Commercial teams Excel at building and expanding networks with individuals from diverse backgrounds and industries Prove a track record of establishing successful strategic partnerships Possess exceptional verbal and written communication skills Exhibit independent critical thinking and creative problem-solving abilities Feel comfortable and confident using technology as an essential component of the sales process Be highly organized and detail-oriented, able to manage multiple projects

and client engagements simultaneously. Mantell Associates is a specialist Pharmaceutical and Life Sciences headhunting firm. For more information on this role, please contact us at +1 (786) 485 1298.

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