



WE ARE LOOKING FOR A BUSINESS DEVELOPMENT MANAGER IN RUSSIA

Inpharmatis offer comprehensive regulatory affairs services to Life Science Industry including Drug Development and Vigilance Services to pharmaceutical, medical device, food supplements, cosmetic and biotech companies. Our area of expertise lies in the European & CIS market.

**Please send your CV and
application letter to:**

cv@inpharmatis.com

+371 6721 0500

BUSINESS DEVELOPMENT MANAGER IN MOSCOW

Duties and responsibilities:

- Promote the company's services to current and prospective clients, and hence raise the company profile in the market in the defined territory;
- Represent the company, its products and values in the market, ensuring a positive brand perception;
- Update line manager regarding current and prospective client projects on a regular basis;
- Strive to maintain knowledge of pharma industry trends and issues, both by self-reading and by requesting training if required;
- Collaborate and ensure two-way communication with colleagues in other departments e.gg. operations, project management, finance;
- Strive to understand how company services compare to competitors', and hence ensure correct positioning;
- Responsibility for the complete sales cycle, from lead generation to contract negotiation to closing.

Skills and Requirements:

- Experience in business development and/or sales, preferred in Pharmaceutical/CRO/Biotech industry;
- Bachelor's degree;
- Excellent analytical, communication, selling and negotiation skills;
- Proficiency in Microsoft Excel, PowerPoint and Word required;
- Great time management and organisational skills;
- Good team player with the ability to work independently also.

What we offer:

- Competitive salary;
- Fast-growing organisation;
- A dynamic and inspiring working environment.

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We will contact only those candidates who will be invited for the interview!